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FINANCIAL TIMES

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Saturday September 22 1979

*** 20p

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NEWPORT

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NEWS SUMMARY

GENERAL

Lebanon 'invaded' by Israelis

Israeli forces stormed across the border into Southern Lebanon, the Palestine news agency Wafa reported. It said Palestinian commandos were engaging the Israelis in an effort to halt their advance.

According to the agency the Israelis were pushing towards the Kharrat bridge across the Litani river about five miles north of the Israeli border. "First reports indicate that the Zionist enemy might expand the extent of its aggression," Wafa said. The reported invasion came two days after a bomb blast killed one Israeli and injured 34 others in Jerusalem.

Bokassa flies to France

Emperor Bokassa of the Central African Empire, ousted in a bloodless coup, flew in a private jet to a French air base 60 miles west of Paris. Members of his family are in France but French officials said his visit was "inopportune". A detachment of 300 French troops were sent to the deposed emperor's country at the request of his new leader, President David Dacko. One of his first moves was to declare the nation a republic. Page 2

Jets collide

Two men and a two-year-old boy were killed when an RAF Harrier jump jet aircraft crashed into a house and a bungalow after a mid-air collision with another Harrier over Wiltshire, Wiltshire. Several people were injured but the two pilots ejected and were unhurt.

New trial jury

A new jury panel was ordered for the Old Bailey trial of six alleged anarchists after the Guardian newspaper disclosed details of a confidential report on the vetting of 93 potential jurors.

Jewels to stay

The Indian Government ruled that all 37 items in the late Maharaja of Hyderabad's jewellery collection "we are not to be exported," a New Delhi auctioneer said. A New Delhi auctioneer said the collection was "one of the largest of any single owner in the world" and was valued at \$25.4m. It was to be returned to two foreign bidders. Page 6

Tory Euro win

Conservative candidate Miss Shabaz Roberts held London South-West in the first by-election in the European Parliament, but her majority was cut from 31,000 to less than 9,000. She won the seat in June but was disqualified. Page 3

Rhodie denial

Former South African Information Minister Eschel Rhoodie was charged in Pretoria Supreme Court with fraud involving more than R83,000 (\$46,525). He denied misappropriation of funds intended for a South African Government propaganda network. Page 2

End of illusion

Television illusionist Romark, who drove his car into the back of a police van, was fined £100 for reckless driving and ordered to pay £220 costs at a London court. He said he would stop blindfold stunts from his act.

Briefly...

Irish detectives investigating the murder of Earl Mountbatten have released all but two of the 15 people detained for questioning.
Lopez being expensively promoted for forthcoming advertising campaign for Guinness escaped from his cage at the home of his Sussex trainer and vanished.

CHIEF PRICE CHANGES YESTERDAY

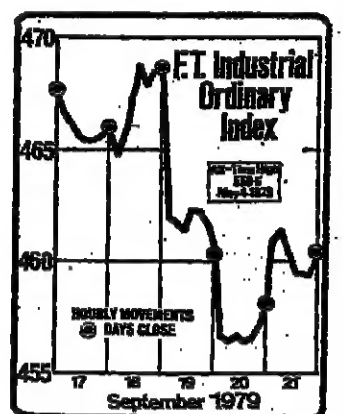
(Prices in pence unless otherwise indicated)

RISES	FALLS
Trains 12p 1988... 11004 + 1	Black (A. and C.)... 143 - 2
Advert... 368 + 18	EC Cases... 11 - 2
Decca... 310 + 10	Irish Distillers... 57 - 2
Gordon and G... 90 + 3	Liberty... 182 - 6
Hambro Life... 139 + 4	METC... 188 - 10
Liverpool Daily Post... 132 + 4	Mandors... 188 - 10
Man. Agency Music... 137 + 9	Metall Box... 273 - 6
Tele and Lyric... 148 + 4	Midland Bank... 365 - 10
... 1215 + 60	Paradise (R.)... 10 - 7
Exp. Exp. ... 404 + 20	Pegler-Hattersley... 134 - 8
Tubury Contracting... 258 + 10	Standard... 476 - 7
Wiltshire Match... 140 - 7	Wilkinson Match... 140 - 7
South African Land... 151 + 15	Gulf Stm. Resources... 170 - 80
Tronch... 225 + 5	Minorco... 220 - 13
	West Rand Cons... 174 - 15

BUSINESS

Equities gain 2.2; Gold off \$16

EQUITIES were firmer on end-of-account bear closing and the FT 30-share index closed 2.2 higher at 460.3.



GILTS rallied, helped by early gains in sterling and the Government activating short tap Exchequer 114 per cent. Longs gained up to 1 and shorts up to 1. The Government Securities Index rose 0.25 to 72.29.

STERLING touched \$2.1755, but declined to close at \$2.1635, a rise of 35 points. Its trade-weighted index rose to 68.2 (68.1). The dollar's index rose to 84.2 from 84.

GOLD fell \$16 an ounce in London to \$269.

WALL STREET was up 1.23 at 884.97 near the close. Trading volume surged and by 1 pm, 38m shares had changed hands. One nation was the Dow Jones Industrial Average, following up its loss of the previous day to 2,500. The New York Times reported that the New York Stock Exchange had a record day with 1.2 billion shares traded. Page 25

FINLAND is to raise its basic bank rate from 7.25 per cent to 8.5 per cent from November 1.

BRITAIN will have to spend up to another £30m over the next four years on supporting Concorde with the necessary spares before finally winding up the programme. Page 4

NORTHGATE group of clothing manufacturers, owned by Courtaulds, will close its works near Liverpool at Christmas, making most of its 600 workers redundant. Back Page

GENERAL MOTORS is considering buying Soviet machine tools and components for its vehicles, a senior representative of the U.S. corporation said in Moscow.

LLOYD'S of London has reached an arrangement with members of the troubled Sasse underwriting syndicate which could prevent threatened legal action against 30 of the members. Page 3

JAPAN'S domestic airlines, TDA, has ordered three more A300 European Airbuses, raising its total order for the aircraft to nine.

WORKERS who fight BL Cars' plans for closing plants and cutting 25,000 jobs will have the official support of the Transport and General Workers Union. Back Page

DEFENCE Ministry is considering buying up to another 200 main battle tanks for the Army for about £200m, which could lead to additional work at the Royal Ordnance Factory, Leeds. Page 3

LAPORTE Industries (Holdings) reports taxable profits up by 80 per cent from £4.72m to £8.52m for the first half of 1979 despite losses during the transport strike. Page 18 and Lex

PARIBAS, the French banking group, reports first-half taxable profits of FFfr 326m (£35.17m), compared with FFfr 573m for the whole of 1978. Page 25

WARD WHITE Group of footwear, electrical and mechanical engineers, reports first-half profits up from £2.18m to £2.65m. Page 18

Muzorewa accepts principles of British proposals

BY BRIDGET BLOOM AND MICHAEL HOLMAN

Bishop Muzorewa, the leader of the Salisbury delegation to Rhodesia talks at Lancaster House, London, announced last night that his Government accepted "the general principles of the constitutional proposals submitted by the British Government."

In return for this acceptance, said the Bishop, his Government demanded the lifting of sanctions.

"Now we have agreed in principle to the amendment of certain clauses in our constitution in accordance with the wishes of the British Government, there is no longer moral or legal grounds for the continuation of sanctions against our country," Mr. Muzorewa said. "We accept the British Government and the international community as a whole," he said.

The Bishop indicated his delegation's acceptance of the British proposals as a basis for detailed negotiations of an independence constitution in an eight-paragraph statement.

The Rhodesian Prime Minister refused to answer questions, but added a sentence to the prepared text clearly indicating that Mr. Ian Smith, the former Rhodesian Prime Minister, had voted against the Government's present position.

His delegation of 12 members had, he said, taken a "vote by secret ballot" on the statement. "The vote was 11 for and one against," Bishop Muzorewa said.

rewa said. The Rhodesian acceptance was welcomed by a spokesman for Lord Carrington, who described it as a "major advance" and continued: "I pay tribute to the constructive attitude that has enabled Bishop Muzorewa to take this step. I now hope for the agreement also of the delegation of Mr. Nkomo and Mr. Mugabe" (the co-leaders of the Patriotic Front).

However, the spokesman would not be drawn on the bishop's sanction demand, declaring that the object of the British Government had always been to work towards an internationally acceptable solution which would automatically lead to sanctions being lifted. "Today's events are a step in that direction," the spokesman continued, "but the conference continues, and I cannot anticipate the outcome."

The first reaction from the Patriotic Front, who had spent the afternoon in a further session of bilateral discussions with Lord Carrington, was critical. The Bishop was living in an "Alice in Wonderland

world" and Mr. Edison Svobogo, a senior member of Mr. Mugabe's delegation, told journalists.

"Peace in Zimbabwe can come only with the full and complete concurrence of the Patriotic Front. His agreement with the British Government will not bring about anything. War continues until President Mugabe and Nkomo agree to stop it. If he doesn't understand that, he doesn't understand anything."

However, the Bishop's reference to "subsequent steps" that would have to be taken following final agreement on a detailed constitution was welcomed by Mr. Svobogo as an indication that the Salisbury Government was now prepared to discuss arrangements for transition to independence.

During the conference the Bishop has insisted that his team had come to London simply to negotiate a new constitution, while the Front has maintained that transitional arrangements are as important as the constitution itself.

Smith's work at Lancaster House Page 3

North Sea industrial aid to end prematurely

BY RAY DARTER, ENERGY CORRESPONDENT

THE GOVERNMENT is prematurely winding up the North Sea industrial aid scheme which is at the centre of a Commons inquiry into more than £52m worth of wrongful payments.

Within Whitehall it was being stressed yesterday that the decision had been taken in the light of pressure from the European Commission and not because of the row over the administration of the scheme.

It is understood that oil industry applicants for interest relief grants are being told that no more aid will be authorised. A Government statement is expected shortly.

The scheme was due to be wound up at the end of March next year. But, since the Conservative Government was returned to power the EEC has stepped up its pressure to have

the scheme terminated. The European Commission had repeatedly complained to the Labour Government and Mr. Anthony Wedgwood Benn, the then Energy Secretary, in particular—that the scheme was a disguised subsidy for oil companies and was against Common Market policies.

Some £150m to £160m of aid has been authorised since the scheme was introduced in 1973. Its aim has been to provide UK companies with an opportunity to compete with overseas oil equipment suppliers, many of which have been helped by their own export assistance provisions.

Partly as a result of the aid, British industry has increased its share of the market for equipment and services in the

North Sea from 40 per cent in 1974 to 66 per cent (worth £1,037bn) in 1978. Although the scheme is being ended, oil operators already qualified for grants will continue to receive aid over the next few years. Under the scheme companies are provided with a grant covering 3 per cent of up to 80 per cent of the outstanding cost of a project, providing that equipment and services are bought in the UK.

It had been discovered that many of the grants—perhaps more than half—were authorised by Department of Energy officials even though applications had been made outside timescale laid down under the scheme's guidelines. This timescale has now been doubled with Treasury approval in order to overcome the problem.

Thomson loss £3.44m in UK

BY JOHN LLOYD

THE SUSPENSION of Times Newspapers over the past ten months, at a cost of more than £20m, so far, has been responsible for a £3.44m pre-tax loss for the Thomson Organisation over the first half of the year.

The loss compares with a pre-tax profit over the same period last year of £16m. But international Thomson Organisation, which reported its half-yearly results last month and which is the holding company for the British Thomson, showed a 4 per cent increase in profits.

Mr. Michael Mander, the Times Newspapers' deputy chief executive, said yesterday that he expected the papers would be back on the streets by early November.

They will then have been suspended for exactly one year, and will have cost the company at least £24m.

A series of meetings next week with various chapters of the National Society of Operative Printers, Graphical and Media Personnel will effectively decide the date of the newspapers' republication. Once agreements have been reached, there will be a four- to six-week gap in which preparations for republication will be made.

Mr. Mander said that progress had been made with the NATSOPA industrial chapter, and that "we should see our way through the remaining obstacles next week."

The Times' night and day machine chapters had also made

progress towards agreement, while Sunday Times machine chapters would hold meetings on Tuesday. Further meetings were planned with the NATSOPA clerical chapters.

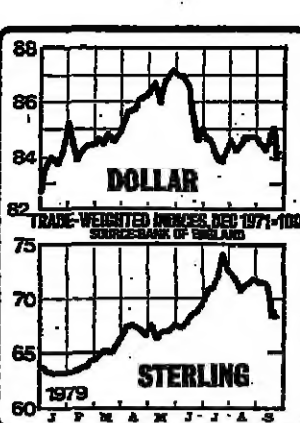
Turnover of the Thomson Organisation for the half year was £190.5m, compared with £177.5m in the same period in 1978. The net loss after interest and tax credits was £2.2m compared with a profit in the first half of 1978 of £6.7m.

\$ in New York		
	Sept. 20	Previous
Spot	\$2.1635	\$2.1450
1 month	\$2.1635	\$2.1450
3 months	\$2.1635	\$2.1450
6 months	\$2.1635	\$2.1450
12 months	\$2.1635	\$2.1450

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Your Savings	8
Weather	34
Bank Lending Rates	30
Building Soc. Rates	27
Local Authority Bonds	27
UK Government	27
OFFER FOR SALE	1
Arbuthnot Secs.	1
Save & Prosper	3
W & G Group	7
Garners Fund	7
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Dollar remains weak

By Peter Riddell, Economics Correspondent

THE DOLLAR remained extremely weak yesterday in nervous foreign exchange market conditions. Widespread central bank intervention ensured that decline in the rate was only small, following the sharp fall on Thursday.

The U.S. currency was still volatile and dealers were confused about the intentions of the authorities. The result was heavy selling pressure. There is reported to have been big interventions by the Swiss National Bank since Thursday lunchtime, with action too, by the Bundesbank. Later in the day in New York moderate intervention is believed to have been made by the U.S. Federal Reserve.

Nevertheless, the dollar still slipped to DM1.7645 compared with a previous European close of DM1.7890 and it fell to SwFr1.5710 against SwFr.58121 previously.

This compares with a trading range of DM 1.81 to DM 1.84 for the previous three months, and what had been seen as an unofficial central bank floor of DM 1.80.

There are two main interpretations of the decline. One, for which there is some evidence from Washington, is that the U.S. authorities were caught unawares by the size of the selling late on Wednesday, and central banks did not resist the pressure until late Thursday morning.

The other explanation is that the major central banks decided to test the temperature: withdraw for a few hours to allow the dollar to depreciate slightly. Consequently there has been considerable speculation about whether yesterday's intervention was a sign of the U.S. Fed's desire to establish a new trading range above DM 1.76.

Sterling had a relatively quiet day though the rate still fluctuated sharply. Over the day as a whole the rate rose by a quarter of a cent against the dollar to \$2.1635 while the trade-weighted index increased by 0.1 points to 68.2.

Money Markets, Page 27

Halt to real profitability recovery

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE RECOVERY in the underlying profitability of British industry has come to a halt so far this year in spite of a sharp growth in profits from North Sea operations.

This is indicated by the provisional estimate for Gross Domestic Product between April and June published yesterday by the Central Statistical Office. The estimate also confirms that total output grew strongly in the early summer.

Gross trading profits in the first half of this year were about the same as in the previous six months at £8.6bn after provision of stocks caused by inflation.

These aggregate figures mask big variations between different parts of industry. Thus it is clear that North Sea profits, roughly a sixth of the total, have been rising sharply as a result of both higher production and the increase in oil prices. This has already been reflected in the result of, for example, British Petroleum.

Consequently the profits of the rest of industry may have fallen with manufacturing worse placed than service and distributive trades.

The underlying trend is slightly obscured by 173 per cent rise in profits net of stock appreciation between the January-March period and the following three months.

This increase can be explained partly by a recovery from the exceptionally depressed conditions of the winter when bad weather and the strikes hit output and margins while the early summer consumer boom undoubtedly boosted profits. In addition, the North Sea contribution rose.

The Bank of England quarterly bulletin earlier this week warned of a depressed outlook for profits, notably of manufacturing industry, as a result of subdued demand, a worsening

ECONOMIC ACTIVITY		
	Gross Domestic Product (average estimate, 1975=100)	Gross Trading Profits (net of stock appreciation, £m)
1976	103.1	10,009
1977	105.1	14,101
1978	107.9	16,378
1st	105.9	3,897
2nd	107.8	3,349
3rd	109.0	4,479
4th	108.9	4,153
1979	107.3	3,962
1st	109.7	4,571

All figures are seasonally adjusted. Source: Central Statistical Office.

of cost pressures and the poorest international competitive position for more than 10 years.

Consequently the Bank said that real rates of return on net trading assets of industrial and commercial companies, excluding North Sea operations, could this year fall appreciably below the previous low point of 34 per cent of 1975 after recovering to 41 per cent last year.

The new official figures indicate that Gross Domestic Product, the commonest yardstick of economic activity, rose by between 24 and 3 per cent between the first and second quarters. This is officially seen as in part the result of "some regrouping of output" lost through the adverse weather conditions and industrial disputes of the first quarter.

There was, however, little change in the underlying level of Gross Domestic Product between the second half of 1978 and the first half of 1979 according to the measure which takes an average of output, income and expenditure data.

The output measure suggests a rise of 1 per cent in the half year though about three quarters of the rise is explained by higher North Sea oil output.

Price of short tap cut

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE BANK of England yesterday sold a significant amount of gilt-edged stock to the market for the first time for over a fortnight after the Government Broker cut the price of the short-dated tap issue.

Possibly about £100m to £150m nominal of the stock—114 per cent Exchequer 1984—is believed to have been sold to a consortium of financial institutions organised by a couple of major stockbrokers. This may

leave only about £150m or so of the £1bn stock still in the hands of the Government Broker, and the issue could be exhausted quickly.

The price of the stock was reduced to 95½, compared with an original issue price of 97½ on August 15.

Until the reduction in price the yield on the stock, like the medium- and long-dated taps, had been out of line with the

Continued on Back Page

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Your Board are pleased to announce that they have obtained the services of Allen Harvey & Ross Investment Management Limited to act as investment advisers to your Company. Allen Harvey & Ross Investment Management have established an excellent record in management of Gilt-edged funds. The parent company, Allen Harvey & Ross Limited, have acted as principals in the London Money Market since 1888.

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*Valuation as at 17th September 1979

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ARBUTHNOT GOVERNMENT SECURITIES TRUST LIMITED

OVERSEAS NEWS

Rhodie
faces
£46,700
charges

By Quentin Peel in Johannesburg

DR. ESCHED RHODIE, the former South African Secretary for Information, who devised an international network of influence-buying and counter-propaganda to "sell" his country, was yesterday charged with fraud involving more than R83,000 (£46,700) in the Pretoria Supreme Court.

The charges, representing one of the final chapters in the so-called Muldergate scandal, included using secret government funds to buy himself a holiday flat, and paying a series of cheques into the bank accounts of himself and members of his family from the department's secret slush funds.

Dr. Rhodie, who was extradited from France last month to face trial, denied all the charges, claiming that the funds had been legitimate reimbursement of expenses. But he admitted paying the cheques into his personal accounts, and buying the flat in Plettenberg Bay, on the famous garden route of the Cape Province.

The trial is expected to reveal further details of the extensive secret activities of the Information Department, which was given more than R64m (£7.6m) in secret funds between 1973 and 1978.

A major question is whether Dr. Rhodie will seek to implicate leading members of the Government in his activities, apart from Dr. Connie Mulder, his former Minister, and Mr. John Vorster, the former Prime Minister, both of whom have resigned.

Evidence was led yesterday on the extensive network of secret foreign bank accounts controlled by Dr. Rhodie, including one Swiss bank account dealing with the affairs of a film company, which contained more than R3m. Mr. Braam Fourie, a senior accountant in the Information Department, said he had not found any errors in the transactions of those accounts.

Mr. Fourie said officials of the department often paid bribes to "collaborators" in cash, without receipts being issued. He admitted that certain documents relating to secret projects had been destroyed on Dr. Rhodie's instructions.

Mr. Johan Krieger, Dr. Rhodie's advocate, claimed that the order to destroy the documents was given by Mr. Vorster.

Mr. Fourie also confirmed that funds for the department's secret projects came from both General Hendrik van den Bergh, the Secretary for State Security, and the Department of Defence. The latter which eventually came to more than R18m a year, had to be approved with a certificate of expenditure each year from the Minister of Defence—the present Prime Minister, Mr. P. W. Botha.

THE END OF BOKASSA'S EMPIRE

French troops in Bangui after coup

By DAVID WHITE IN PARIS

FRANCE flew a detachment of troops into the newly restored Central African Republic yesterday at the request of President David Dacko, who returned to power in an overnight coup against Emperor Bokassa.

Two companies, totalling about 300 men, arrived within hours of the coup, amid reports of looting in the streets of the capital, Bangui.

The President, who scrapped Bokassa's short-lived empire and restored a republic, denounced his predecessor as a mad despot whose delusions of grandeur had brought the country to ruin. Emperor Bokassa is the third of Africa's strongmen to go this year, after Uganda's President Idi Amin and Equatorial Guinea's President Macias Nguema.

The French Government said its force would be withdrawn as soon as the Central African authorities had ensured the safety of the population. The French soldiers, presumably have to stay at least until the Imperial Guard, the only effective fighting force, is disbanded, and the country's regular army re-equipped.

The promptness of the French Government's response, its first intervention in Africa since the Shaba rebellion in Zaire in May last year, aroused suggestions that Paris was informed in advance of the planned takeover.

President Dacko, who was believed to be negotiating the establishment of a Libyan military base in exchange for financial assistance. An agency report from neighbouring Chad quoted observers as saying that the

Emperor Bokassa was widely believed to be negotiating the establishment of a Libyan military base in exchange for financial assistance. An agency report from neighbouring Chad quoted observers as saying that the

ambassador in Paris, who resigned and formed an opposition movement four months ago, sent congratulations to the President and said he hoped his liberation front would not be left out of the new Government.

Another contender for leadership, M. Ange Patasse, a former Prime Minister, called for French withdrawal, claiming that the troops were a source of tension. He also called for a general strike until he returns to the country.

The Emperor's exiled son, M. Georges Bokassa, gave a warning in a Paris magazine this week that his father's overthrow would lead to a bloodbath between rival tribal groups.

The situation threatens to expose France to another armed conflict, after the winding down of its other military engagements in Chad and in the Western Sahara region. France was long the mainstay of the Bokassa regime, contributing about half the national budget before its cancellation of all but humanitarian aid, when support for the Emperor became too embarrassing.

The French are eager to keep a foothold in the country, partly because of its strategic position between Zaire and Chad, and partly because of its uranium reserves, estimated at 15,000 tonnes.



Emperor Bokassa (left) and his nephew and successor President Dacko.

Libya. He is believed to have stopped the bulk of its aid to Libyan leader, when France turned to Col. Gaddafi, the country last month. The French action followed a report of the Emperor's alleged involvement in massacring 100 children during riots in April.

Emperor and President Dacko, who is his nephew, had agreed on carrying out the changeover as bloodlessly as possible. The remainder of the Emperor's Government, including M. Henri Maidou, the Prime Minister, appears to have rallied to President M. Sylvestre Bangui, former

'Corruption'
audit for
Pemex

By William Chislett in Mexico City

PEMEX, THE Mexican state-owned oil monopoly, is to open its books to a special audit to clear up accusations of corruption.

The allegations include: appointments to sinecure posts, an unfair manner of awarding contracts and illegal participation by foreign companies in the Mexican oil industry.

St. Jorge Diaz Serrano, the Pemex director, agreed to the audit after an eight-hour session with the new Congress, which now includes a more vigorous Left.

He was summoned to speak about the country's oil policy and to answer questions about his personal affairs and matters of national interest.

The request for the audit came from the National Action Party, which asked for a group of experts from the College of Public Accountants to look at Pemex's books.

Recently, the Pemex head has come under a cloud as a result of his alleged participation in Pemex's company, the company responsible for drilling the Tiotot offshore exploration well. It suffered a blow-out in June which has become the world's worst oil spill.

St. Diaz Serrano denied that he still owned any shares in Pemex.

Carter asks Russia for
partial Cuba withdrawal

By DAVID BUCHAN IN WASHINGTON

PRESIDENT CARTER has asked the Soviet Union to withdraw at least some of the 2,500-3,000 combat troops which it has stationed in Cuba, according to some senior members of Congress who attended a White House meeting this week.

Intermittent talks between Mr. Cyrus Vance, the U.S. Secretary of State, and Mr. Anatoly Dobrynin, the Soviet Ambassador to the U.S. over the past two weeks have until now dealt with the facts of the presence of a Soviet brigade on the island, with the U.S. seeking an explanation from Moscow via Mr. Dobrynin.

The negotiations are now believed to have come to a head, with Mr. Jody Powell, the White House Press Secretary, disclos-

ing that Mr. Carter has directed his advisers "to prepare options for action by the U.S. if we could not resolve the situation satisfactorily." These options do not apparently include any threat by the U.S. of military action.

David Lascelles reports from New York: New York's major banks as well as the Bank of America, the largest bank in the U.S., yesterday increased their prime rates to 13 1/2 per cent, as expected, following the lead set by Chemical Bank on Wednesday.

The Federal Reserve Board appeared to intervene in the key Fed funds market to stabilise rates there at around 11 1/2 per cent, eliminating some of the uncertainty over its precise target. The move helped firm up the credit markets.

Finland revalued by 2%

By LANCE KEYWORTH IN HELSINKI

FINLAND'S Government yesterday approved the central bank's recommendation that the external value of the Finnish markka should be adjusted upwards by 2 per cent. Added to exchange rate adjustments earlier this year, this means that the Finnish markka has now been revalued 3 per cent since January.

Mr. Mauno Koivisto, the Prime Minister, said that the motive for the revaluation was "both political and economic."

The Left-wing parties and the unions have been demanding a revaluation to counter imported inflation brought about by oil and raw material price increases since May. But early this month, before the 1980 Budget Bill was completed, Mr. Koivisto said that revaluation was off the agenda "for the foreseeable future."

The Bank of Finland also announced that the basic interest rate will be raised from November 1 by 1 1/2 per cent to 8 1/2

Stronger
IMF-banks
link urged

By Leslie Collett in Berlin

A DIRECTOR of the Bank of England and a leading West German banker have proposed more effective co-operation between the International Monetary Fund and major international banks in the financing of balance of payments deficits.

Mr. Christopher W. McMahon, director at the Bank of England, said at an international banking symposium in West Berlin that he was concerned over the "relatively small part" the IMF has played, compared with the banks, in financing recent deficits.

Commercial banks, Mr. McMahon noted, are not suited to influencing governments to modify their policies. He said that if banking flows begin to dry up in the future, the IMF could be allowed to increase substantially.

Dr. Wilfried Guth, member of the Board of Deutsche Bank, said that international banks could not be integrated into official negotiations or they would "lose their freedom and their autonomous responsibility."

He said that more official funds would be needed in future to bridge balance of payments gaps and to prevent chain reactions arising from a withdrawal of private credits, due to a "sudden worsening" of the political or economic situations in debtor countries.

Fiat car
executive
shot dead
in Turin

By Paul Betts in Rome

AFTER A lull of two months, political violence broke out again in Italy yesterday following the killing by Left-wing extremists of an executive of the Fiat car group in Turin.

Sig. Carlo Ghiglieno, head of planning of Fiat's car sector, was shot by four terrorists as he was leaving for work in the city. Responsibility for the murder was claimed by the Left-wing "Prima Linea" extremist movement.

Sig. Ghiglieno is the third person to be killed this year by terrorists in Turin, which has been one of the main centres of political violence in Italy during the past three years. The Fiat group, based in Turin, has been a prime target.

Sig. Crociani, a former chairman of the state-controlled Finmeccanica holding company, fled from Italy shortly before the Lockheed scandal broke some years ago and is alleged to have played a major part in the reported payments of \$1.5m by the U.S. company to secure the purchase by the Italian Air Force of 14 C-130 Hercules military transport aircraft in 1970.

The Italian authorities are now understood to be preparing to request his extradition.

Jobless figures
darken Italy's
economic
outlook

By Our Rome Correspondent

ITALY'S economic outlook is increasingly uncertain following the publication of official unemployment and trade figures yesterday.

The rate of unemployment between April and July has increased by 1 per cent to 8.3 per cent, with the number of people seeking work rising by 300,000.

In the first week of July, 1,580,000 people were looking for work in Italy compared to 1,550,000 in April, according to the official statistics bureau. Of these, 73 per cent were aged between 14 and 29.

The statistics bureau yesterday confirmed the deterioration in the country's terms of trade. Italy's overall trade deficit in the first seven months of this year totalled 1,733 bn lire (198m) compared to a deficit of 1,546bn in the same period last year.

Last July, Italy recorded a trade deficit of 1,388bn, compared to a surplus of 1,574bn in June and a deficit of 1,574bn in July, 1978.

Kathryn Davies reports on a British businessman's battle in the Singapore Supreme Court.

Richard Tarling in the witness box

RICHARD TARLING'S legal battle to clear himself on five charges under Singapore's companies act is now in its 35th day.

The trial is taking place on the third floor of the Supreme Court building in a part of the city which was once the seat of British colonial authority.

Next door is the City Hall, where Mr. Lee Kuan Yew, the Prime Minister, has his office. Facing the court across Saint Andrews Road is the Padang, once described as "probably the most English stretch of green east of Suez." The famous Singapore Cricket Club is just a stone's throw away.

But the courtroom itself reflects more Singaporean values. There is no jury. The jury system inherited from the British was considered an anachronism in Singapore and abolished 10 years ago.

The proceedings are comparatively informal. The judge, Mr. Justice Kulasekaram, carefully writes down all the evidence in longhand, a procedure he has adopted since the trial began and which in part accounts for the length of time the case has taken so far.

Tarling is currently undergoing medical treatment for five slipped discs which are causing him considerable pain. However, he appears relaxed and content in court despite having to give some of his evidence sitting down. Since his extradition six months ago he has been on bail of S\$150,000 (about £35,000).

He has been living in one of Singapore's leading hotels and has been able to enjoy a comparatively normal social life out of court hours. His counsel, Mr. Howard Cashin, is also urbane and unflustered.

Relations between the two men and Mr. Justice Kulasekaram are polite and usually affable.

Tarling faced his fifth full day in the witness box yesterday when he was cross-examined by

Mr. Tan Teow Yeow, Singapore's Deputy Public Prosecutor.

On Wednesday of this week Tarling told the court that he "never in any year or at any stage concerned" himself with Haw Par's report and accounts.

"I signed I think one interim report drafted for me in Singapore and I signed the

The five charges against Mr. Tarling relate to the affairs of Haw Par Brothers International (Haw Par), in which Slater Walker, Securities Ltd. once had a substantial stake.

The prosecution alleges that as a director of Haw Par International, Mr. Tarling, who was chairman, and two other directors not on trial, failed to provide shareholders with a true and fair assessment of the company's accounts in 1972 and 1973.

The court has been told that Haw Par's wholly owned subsidiary, Haw Par Brothers Hong Kong, made substantial profits by mid-1972 by trading in the shares of two Hong Kong companies, Kwan Loong and King Fung. In so doing Haw Par Hong Kong had realised exceptional profits amounting to HK\$36m (about

ing brief for the interests of Slater Walker in London and he had expected his alternate director, Mr. Robert Booker, a Singapore-based lawyer, to assume full authority in his own absence.

Tarling has denied there was any attempt by executives of Slater Walker Securities Ltd. to control Haw Par by way of

£3.32m). According to the prosecution Tarling was responsible for setting up the Melbourne Unit Trust as a device to deconsolidate these profits from Haw Par accounts and this move was deliberately concealed from Haw Par's shareholders.

The number of charges brought by the Singapore Government has been whittled down from 17 to five. In January 1977 the Metropolitan Chief Magistrate in London dismissed two of the charges relating to Spydar Securities and committed Tarling for trial on the remaining 15. The Divisional Court upheld Tarling's appeal against nine further charges the following July. Tarling won his appeal to the House of Lords on the most serious charge of the six remaining in April 1978.

Slater Walker Singapore.

Tarling said he would describe the Haw Par board as "balanced." He further denied a prosecution suggestion that he had had personal control of the composition of the board of directors of Haw Par in the two years in question.

As part of his contention that he was not personally responsible for the contents of Haw Par's accounts in 1972 and 1973, Tarling introduced a letter in court from Mr. Denis Randolph, chairman of the Institute of Directors, of which he is a member, addressed to the then Home Secretary, Mr. Merlyn

Rees in May 1978 (when Tarling was seeking to avoid extradition to Singapore).

This pointed out that many British directors serve as non-executive directors on the boards of their subsidiary or associated overseas companies. It said: "where these companies are far distant from Britain they—the directors—are able to

this letter reflected his own view of his relationship with Mr. Booker.

Tarling is the only former Haw Par director on trial here, although the Singapore Government had originally sought to extradite Mr. Jim Slater, the former Slater Walker chairman, and three Haw Par directors. The Singapore Government



Mr. Richard Tarling arrives at the court in Singapore escorted by a detective.

alleged Mr. Slater was acting as a director of Haw Par but British courts ruled that he was not a director.

Mr. Slater and Mr. Patrick Goodbody, one of the directors, were cleared of all the charges brought against them by British courts. Two Singapore-based directors, Mr. Ogilvy Watson and Mr. Ian Tamblin, are believed not to have been in Britain or Singapore since.

The origins of the case against Tarling can be traced back to May, 1975, when Haw Par announced a proposed merger with Pemas, the Malaysian state trading corporation,

which raised emotional hackles in Singapore.

Haw Par had been celebrated as one of south-east Asia's most respected Chinese family firms, making medicines under the brand name of Tiger Balm. The proposed merger with Pemas, which would have effectively transferred control of the new company to Malaysia, had not been cleared with the Singapore authorities.

As a result Singapore set up an inquiry to investigate the affairs of Haw Par in four areas. One of these was what Slater Walker described as an executive incentive scheme in a company named Spydar Securities.

The charges Tarling faces arose from the enquiry, although he was subsequently acquitted in Britain on all the charges connected with Spydar. On the remaining charges he could be sentenced to two years in prison or a \$2,000 fine (about £450) on each charge if convicted.

The prosecution expects to conclude its cross-examination of Tarling within the next two days.

No one here is prepared to make an accurate forecast about when the trial will end. Most estimates have so far erred on the conservative side. Mr. Tarling himself is understandably hoping for an early conclusion in terms of weeks rather than days.

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UK NEWS

Smith's week at Lancaster House

BY BRIDGET BLOOM AND MICHAEL HOLMAN

IT WAS, in many ways, Mr. Ian Smith's week at the Lancaster House conference, although the former Rhodesian Prime Minister, now just an "ordinary" member of the delegation led by Bishop Abel Muzorewa, may not see it as one of his proudest moments.

Mr. Smith, so long the defender of white minority rule in Rhodesia, this week conceded that the white political veto enshrined in the present Rhodesia constitution, which he negotiated with Bishop Muzorewa in 1978, would have to go.

This important concession was made privately and was the outcome of behind-the-scenes negotiations at the Muzorewa delegation's Knightsbridge hotel.

The outside world should not be deceived by the former Prime Minister's symbolic vote last night against acceptance of the British proposals. His private

concessions have loosened the log-jam in the two-week-old talks.

Mr. Smith shifted his position partly because of British pressure. Mrs. Margaret Thatcher, at the Commonwealth Conference last month, spoke of the white veto powers in the present Rhodesia constitution as one of the major "defective" elements which had to be changed at this conference. Lord Carrington and his officials have continued to ram the message home this week. Most of the black members of the Salisbury delegation recognised early in the week that Britain was saying that unless those powers went there could be no further negotiations.

Mr. Smith's concession fundamentally means that the delegation as a whole now agrees to negotiate on the basis of—and possibly to accept in their entirety—the British constitutional proposals put forward to

the conference in its first week.

The limelight next week is likely to turn back on the Patriotic Front, the guerrilla alliance led by Mr. Robert Mugabe and Mr. Joshua Nkomo. Since Tuesday, the Front has met each afternoon in bilateral session with Lord Carrington. The meetings have been reserved for the bishop's delegation.

At Britain's suggestion, the front has begun to discuss a future constitution for Zimbabwe by undertaking a point-by-point examination of the headings in the British constitutional outline.

Several points of conflict have emerged. The key question is whether the Front can accept that some 20 per cent of all Parliamentary seats should be reserved for whites, voting on separate electoral roles. The Front is, in principle, deeply opposed to special white repre-

sentation, although a number of its leaders have said they could concede the point.

The going next week could well be tough. Most observers, however, believe that a combination of pressure from Britain and from the front line African states will put the Front on the defensive. Ultimately, it will not be prepared to break the conference on the constitutional issue.

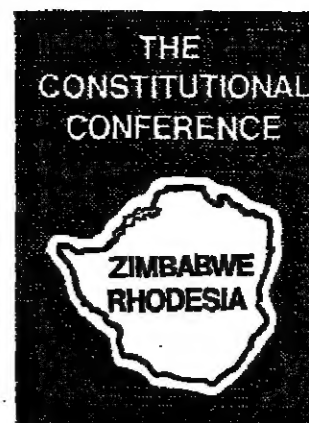
But while a constitutional agreement is on the cards, an overall settlement still seems far away. British officials privately admit that there is less than a 20 per cent chance of agreement, so wide are the differences between the rival Rhodesian groups.

The problem is that neither side has a clear military advantage. Therefore, neither seems prepared to make concessions big enough to ensure overall agreement.

From this week's evidence,

the Muzorewa delegation has shifted its tactics, but not its strategy. Its overall aim is still to achieve a settlement which would leave the present structure of government essentially intact. It seems ready to make the concessions demanded by Britain only because it believes—almost certainly wrongly—that Mrs. Thatcher's Government will then lift sanctions and offer some form of recognition. It may accept British-run elections, but that is as far as Salisbury seems prepared to go.

The Patriotic Front insists that arrangements for the pre-independence transition are as important as the constitution. The Front submitted its own proposals for that transition in the week's only plenary session on Tuesday. It envisages an eight-member council running the country while elections are held and the rival military forces "neutralised." The coun-



cil would be chaired by Britain and co-operate with UN civilian and military personnel.

Lord Carrington and his officials have adopted what they call a "building block" approach: first obtain agreement on the constitution (if necessary by finally putting forward a British document on a take-it-or-leave-it basis) then move on to agreement on elections, and only then seek to find agreement on the most difficult problems concerning the army, police forces, and a ceasefire.

Tories win London EEC by-election with reduced vote

BY PHILIP RAWSTORNE

THE CONSERVATIVES yesterday held the Euro-conspicuity of London South West—in spite of a massive slump in their vote in the first by-election to the European Assembly.

Miss Shelagh Roberts was returned with a majority of less than 9,000. She won the seat in June with a 31,000 majority, but was disqualified for being a member of the Occupational Pensions Board—"an office of profit under the Crown."

Fewer than one in five voters bothered to go to the polls—and the Conservative vote was less than half its June total.

Miss Roberts, who will take her seat at Strasbourg next week as the Tories' 60th Euro-MP, said her reduced support did not reflect any dissatisfaction with the Government. "You can't read too much into this result when there was such a low poll."

Disasters

Lord Thorneycroft, Tory party chairman, welcoming the victory, described the low turnout as "regrettable."

But Mr. Ron Hayward, Labour party general secretary, said the result would be the forerunner of a series of electoral disasters for the Tories unless the Government changed its policies.

The result showed a swing of more than 5 per cent to Labour since June. But Dr. Tony Hart, the Labour candidate who held his share of the reduced vote, said the low turnout had not helped him.

Mr. Christopher Mayhew, the former Labour Minister who contested the seat for the Liberals, was the only candidate to secure increased support. He



Miss Shelagh Roberts

boosted the Liberal vote by more than 2,000 and almost doubled the party's share of the poll.

Mr. Mayhew said the result was a vote of no confidence in the two major parties, and reflected growing public support for a change in the electoral system.

RESULTS

June 1979 results: Miss S. Roberts (C) 41,096. Dr. T. Hart (Lab.) 32,532. C. Mayhew (Lib.) 23,542. O. Smedley (Anti-Common Market and Free Trade) 1,830. D. Massey (UDP) 305. Con. majority 8,464.

June 1979 results: Miss S. Roberts (C) 83,498. Dr. T. Hart 51,742. B. Fogarty (Lib.) 21,251. Rev. C. Varah (Ind.) 3,613. S. Eustace (EFP) 497. (Con. majority 31,756).

Knott Mill chairman resigns

MR. PETER SCOTT has resigned as managing director and chairman of Knott Mill Holdings and sold all his shares in its parent company, Kitchen Queen, the furniture group.

The resignation was due to "rationalisation of our management structure" said Mr. Malcolm Rousak, finance director of Kitchen Queen, yesterday. Mr. Scott and Kitchen Queen

had "a difference of approach, particularly over the development of sites owned by Knott Mill," he said. But the parting of the ways had been "very amicable."

Lloyd's reaches face-saving formula with Sasse syndicate

BY JOHN MOORE

Lloyd's of London has reached a face-saving formula with members of the troubled Sasse underwriting syndicate, facing £20.2m of losses, which could keep a proposed legal action between Lloyd's and more than 30 members of the syndicate from appearing in the courts.

Essentially, bridging finance for the members who are finding difficulties in meeting the annual audit is to be provided by the Lloyd's underwriting agents who introduced members to the Sasse syndicate.

The agents will, in effect, be lending the money to Lloyd's who will advance the money to the members. This will be repaid to the Lloyd's agents over a period, but in the event that the members are successful in litigation using arbitration procedures, scheduled for next year, Lloyd's will make up any shortfall from community funds.

Although Mr. Ian Findlay,

Lloyd's chairman, wrote to the members of the syndicate on August 31 telling them that the Lloyd's audit completion date had been extended to September 30 "and no further extension can be contemplated," the audit date is now likely to be extended to October 15.

Negotiations have taken place between counsel representing Lloyd's, and members of the Sasse syndicate and Mr. Justice Donaldson. A framework has been devised that will enable the members at dispute with Lloyd's to satisfy the audit requirements of Lloyd's, whereby all members of Lloyd's have to show that their assets are sufficient to meet their liabilities, without conceding their legal rights.

Even these members of the 110 strong syndicate fail the audit it is understood that they will only be suspended from underwriting without being assumed to be in default under Lloyd's rules, pending judgment to be conducted in arbitration.

Parties to the judgment will have the right of appeal.

Mr. Ian Findlay, the chairman of Lloyd's, and Mr. Stephen Merrett, the former manager of the Sasse syndicate, have been invited to the Brazilian Embassy on Monday by the Brazilian ambassador to meet representatives of the Brazilian Reinsurance Institute, which is resisting \$13m of claims made against it by the Sasse syndicate, for discussions about the Sasse affair.

London and Midlands brokers merge

CONI AND COVINGTON, a small London stockbroking firm, is to merge with Gilbert Jeffs and Sankey, a small Birmingham-based firm.

The merger will become effective on October 8. The firm will be called Coni Gilbert and Sankey.

Mr. Michael Somerset-Leake,

senior partner of Coni and Covington, said the merger was not due to slack trading conditions. The firm had just had a record year.

Coni and Covington wanted to obtain a larger spread of business and attract further institutional clients through analysis of local companies in areas of

Birmingham and Wolverhampton. Gilbert Jeffs and Sankey wanted a London office to ease administration and help develop contacts.

The merger follows a bigger one announced this month between W. I. Carr and Sons and Co. and Joseph Sebag and Co.

Further 200 tanks may be ordered for Army

BY MICHAEL DONNE, DEFENCE CORRESPONDENT

THE PURCHASE of up to 200 more main battle tanks for the Army is being considered by the Ministry of Defence.

If approved, the purchase could be worth up to £200m, and would bring substantial work to the Royal Ordnance Factory at Leeds, which was hit hard this year by the loss of an Iranian order for over 1,200 Shtr Two heavy battle tanks.

The Army has been pressing for some time for additional tanks, primarily Chieftains, to strengthen its forces in Western Europe in the face of the

Warsaw Pact tank build up in NATO's Central Region, where the West is outnumbered in tanks by 2.8 to one.

These additional tanks are needed well in advance of the introduction of the eventual Chieftain replacement, the MBT-80, now starting development in the UK, which will not be ready until the late 1980s.

The MoD discussions centre on whether the Army's additional tanks should be of the existing type of Chieftain, or whether some Shtr Twos, an advanced tank specially designed for Iran, should be built.

£50m plant plan to be withdrawn

Financial Times Reporter

AN EDINBURGH consortium has told Orkney Islands Council that it proposes to withdraw its application for outline planning permission for a £50m project to develop a North Sea natural gas liquids storage and processing plant.

It was planned to put the plant on two super-tankers, to be beached in a bay on the north-east side of the island of Flotta in the Scapa Flow. The site is about one mile east of the existing £121m oil terminal operated by Occidental.

The consortium says it wants to resubmit an up-to-date application after reconsidering a number of points in the scheme. It said it was considering the possibility of alternative sites.

It would take time to confirm whether or not one or more mutually acceptable sites could be available in Orkney. "We would now like to examine this matter in further detail with you."

The consortium comprises three Edinburgh-based companies—Liquid Gas Equipment, Ben Line Steamers, and Edinburgh Financial and General Holdings.

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Retailers consider that optimum turnover can only be achieved through the best trading pitches. For this reason competition for prime shop properties such as those held by the Fund, will remain intense.

Similarly, in office properties, the emphasis is on prime sites in selected locations in such areas as the West End and the City of London, where the Fund now has a substantial commitment.

In industrial property generally, there has also been a steady rise in rental values in recent years. All the industrial properties in the portfolio have rent reviews between now and 1983 and, given the Government's

intention to create a more positive climate for industrial investment, these properties should be of significant value to the Fund.

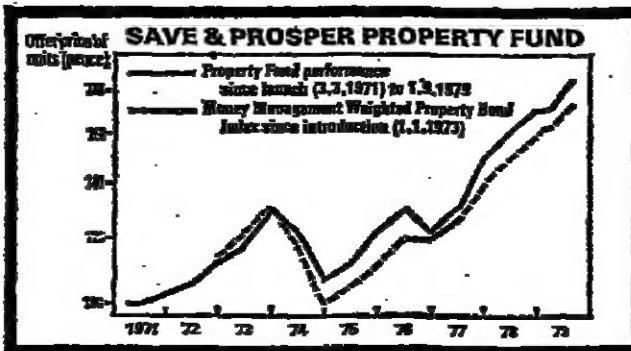
ANALYSIS OF FUND BY TYPE OF PROPERTY				
	44%	28%	18%	10%
Shops		Offices	Industrial	Garh

* Includes 7.7% development commitment
 † Includes 1.2% development commitment

ANALYSIS OF RENT REVIEWS							
Type of property	Number	Date of rent reviews					After
		1979	1980	1981	1982	1983	1984
Shops	42	8	8	7	5	3	4
Offices	8	2	2	1	1	2	1
Industrial	8	3	2	-	2	1	-

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UK NEWS

Channel hovercraft take ferry business

BY LYNTON MCLEIN

CHANNEL FERRY services lost business in the first six months of this year to Seaseed hovercraft, in a development expected to give the British Rail company its most successful year since services began 11 years ago.

Seaseed said yesterday its two Super 4 craft doubled their share of the total passenger and car traffic on the Dover, Folkestone and Ramsgate crossings, compared with the first half of last year.

On an average weekend this summer, they carried 4,000 cars and over 30,000 passengers, more than their complete first year of operation total.

The million-passenger mark passed a few days ago and Seaseed expects to have carried 1.3m passengers and 205,000 cars by the year end.

However, Mr. Alan Tame, marketing director, said next year would be a big test for the credibility of the hovercraft.

He forecast little growth on the short Channel routes, although the hovercraft may carry 1.3m passengers and about 230,000 cars.

Lower fares

Most future growth would be at the expense of ferry companies, now expanding their own passenger and car carrying capacity.

Normandy Ferries will increase its Channel capacity by 50 per cent with a third ferry next summer and European Ferries plans to introduce two new, large capacity ferries at the same time.

This extra capacity will certainly lead to intense pressure for lower passenger and car fares on short Channel routes. Nevertheless, Seaseed expects to raise standard fares in line with inflation. The competitive element will come with bargain fare offers.

Sealink UK said yesterday that passenger, motorist and car fares on some Weymouth and Portsmouth sailings to the Channel Islands will rise by an average of 17 per cent from October 1. The single passenger fare from £12.65 to £14.50, and the single car rate from £18.40 to £21.50 on the Weymouth to Guernsey and Jersey routes.

Howe defends multinational investment

SIR GEOFFREY HOWE, Chancellor of the Exchequer, yesterday came to the defence of the "much-maligned" multi-national company investing in a Britain with a near-zero growth rate.

Speaking in Oxford, Surrey, constituency, he said "The state of the British economy is frighteningly bad, with total growth about zero."

"There are some companies and industries that are manifestly bad, but against that some are achieving 2, 3 or 4 per cent growth."

He said that the much maligned multi-national companies were going from strength to strength in spite of the state of the economy.

Sir Geoffrey was opening a factory extension of Ajax Magnathermic owned by the London-based multinational Guthrie Corporation.

PM visits new town

MRS. MARGARET THATCHER will visit Milton Keynes on Tuesday to open the town's new shopping area—one of the largest covered shopping centres in Europe. She will also visit housing and employment developments in the town.

Powers retained

COUNTY AND district councils will retain their powers in the fields of recreation, sport, the arts, museums, industrial promotion and tourism, Mr. King, Local Government Minister, said yesterday.

RIPA president

LORD BOYLE will succeed Lord Redcliffe-Maud as president of the Royal Institute of Public Administration, which is concerned with policy making and management in the public sector. Lord Boyle is also chairman of the Top Salaries Review Board and Vice Chancellor of Leeds University.

Concorde could cost state further £80m

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE GOVERNMENT will have to spend up to £80m over the next four years in continued support of Concorde, before it can finally end its connection with the programme begun in November, 1962.

This is the estimated cost of providing spares under guarantee for Concorde in service with British Airways and Air France, and completing the static and fatigue test programmes. A similar sum is likely to be spent by the French Government.

By the end of last year, total net spending on Concorde by the UK since late 1962 had amounted to £782m, including research, development and production. Together with spending so far this year, and the further support costs, the figure is expected to have risen to nearly £900m in the UK alone by 1983, with a broadly similar sum in France.

The two Ministers in charge of the programme, Mr. Adam Butler, UK Minister for Industry, and M. Joel le Theule, French Transport Minister, were unable yesterday to clear up Concorde's complex financial affairs.

A communiqué said there were not enough data to do this, but the ministers have instructed officials to gather the data by next July.

The ministers agreed yesterday that the five unsold Con-



Mr. Adam Butler UK Minister for Industry (right) and M. Joel le Theule, French Transport Minister.

corde—two in the UK and three in France—would be allocated in principle to British Airways and Air France respectively, bringing each airline's Concorde fleet to seven.

The airlines have yet to agree to taking the aircraft. It is not thought likely they will decline, but in the case of British Airways there will have to be further talks on the financial arrangements.

The first five of BA's fleet were handed over virtually free, the original £160m cost being written off earlier this

year. It was agreed later that the sixth aircraft would be covered by the same arrangements, and BA is likely to argue in favour of the seventh being handed over the same way.

British Caledonian Airways was at one stage interested in the seventh UK Concorde, but decided not to take it because of soaring fuel and other costs. Neither government, at this stage, will finance any work on a second-generation aircraft. It is being left to the manufacturers in the two countries to do as they see fit.

Oakes urges local resistance to Government interference

FINANCIAL TIMES REPORTER

MR. GORDON OAKES, Shadow local government spokesman, yesterday warned that local democracy was "in peril" and urged local authorities to oppose attempts by central government to erode local autonomy.

In strong attack on the Government's attitude towards local authorities Mr. Oakes said "I believe we are facing the possible breakdown of democratic local government as we know it."

Speaking on the last day of the Joint Local Government Association's biennial conference in Scarborough, he accused the Government, and Mr. Michael Heseltine, Environment Secretary, of failing to consult local authorities on the planned spending cuts and other matters.

He said the balance in the relationship between central and local government "has been eroded over the past three months to the point of destruction."

Mr. Oakes said that if local authority associations failed to "fight back" then the Labour Party would do so in Parliament. Mr. Heseltine had promised more freedom for local authorities but was now introducing a

wide range of other controls including some on local authority expenditure, he added.

Mr. Geoffrey Drain, general secretary of NALGO, said local authorities should defy Government requests for spending cuts, and raise rates or raid balances to maintain services.

Mr. Drain warned that where a local authority "goes the whole hog" in cutting spending, and does it without consultation, there could be confrontation with the public sector unions.

Casualties

But he added there was "common ground" between local authorities and the unions since both wished to minimise the effect of cuts.

Mrs. Shirley Williams, former Labour Education Secretary, said last night that millions of vulnerable people, young and old, would next year become casualties of the Government's spending cuts.

She told a party meeting in Cradley Heath: "The scale of the Government's public spending cuts will be much greater than most people yet realise. 'The Government is acting

indiscriminately, hitting schools, old people's homes, industrial training, housing, community services, rehabilitation of offenders, inner cities, scientific research, industry and much else besides."

The Government had launched the most fundamental attack on the welfare state since its inception, Mr. Stan Orme, Shadow Social Services spokesman, said last night.

"We are at war in defence of the welfare state," he told a party rally in Cheltenham. "We either defend it, or else it will be dismantled before our eyes. There can be no half measures."

Mr. Alan Beith, Liberal Education spokesman, said in Berwick that the Government's education cuts were bound to hit the children in rural areas hardest of all.

"The policies of this Government could bring a new era of rural deprivation," he said.

"A Government whose investment priority in education is to buy places the state system for a tiny minority is moving back to the idea that there should be one education system for the peasants and something better for the elite."

Local authorities 'must face facts'

LOCAL AUTHORITIES should "wake up to the facts of life" and not presume some divine right to spend money the country does not earn, Lord Belwin, Under Secretary at the Department of Environment, said yesterday.

Lord Belwin, speaking in Morecambe to the Chartered Institute of Public Finance and Accountancy, said the Government's decision to reduce the rate support grant provided an opportunity for local authorities to become "more streamlined

and to pare down unnecessary or excessive activities."

He said the Government was closely considering the rate support grant system which "did not adequately distinguish between those authorities which are economical in a responsible way and those which are spending extravagantly."

There was considerable scope for the majority of local authorities to absorb expenditure cuts by increased efficiency, said Lord Belwin. Councils should not expect hard pressed

ratepayers to make up for the cut in rate support grant.

He said that nobody could deny there was over-manning in local government. It would be unacceptable if authorities were to choose "to cut standards of service instead of tackling the basic problem of over-manning or bad deployment of staff."

Local authorities should be more ready to compare and review their own unit costs against those of the more efficient councils.

Guy's district faces 10% cut

COMMISSIONERS put in charge of London's "rebel" health authority yesterday proposed a 10 per cent cut in acute hospital services in the Guy's teaching health district.

The proposals, made in a consultative document by the five commissioners in charge of Lambeth, Southwark and Lewisham Area Health Authority, also calls for substantial reductions in staff levels in the district.

The commissioners say this would involve no compulsory redundancies, but staff would be asked to accept redeployment or other posts within the area. Early retirement or voluntary redundancies would be available to some staff.

The commissioners were appointed by the Government after members of the health authority were suspended when they refused to implement cuts of £5m to stay within public spending limits.

The plans call for a cut in the number of in-patient beds in the Guy's district by 112 to 763.

In-patient services at St. Olave's Hospital, Rotherhithe, would be transferred to the other two hospitals in the district—Guy's and New Cross hospital.

The commissioners have said that their plans involve the "minimum loss of services to patients consistent with the aim of reducing expenditure by the required amount."

"The proposal fully protects

the scale of service for the priority provision for the elderly, the mentally ill, the younger chronically sick and services for children."

The commissioners have already decided to proceed with the temporary closure of the 18-bed St. John's hospital, Lewisham.

The consultative document has been sent to community health councils and staff within the area for comment or alternative plans. The commissioners say the proposed reduction in services would save £640,000 in the first six months.

Miss Beryl Urquhart, secretary of the Guy's District Community Health Council, yesterday attacked the commissioners' plans as "unacceptable."

The majority of firms using the port were satisfied with the service, although there were strong indications that shipping agents were more satisfied with the service than companies running their own shipping.

The research project's main task was to look at the port's impact on secondary employment in Merseyside.

Dr. Kinsey said that while 10,787 people were employed in ship handling work in 1976,

only 527 people had jobs directly related to supplying the port. Only about 11,000 to 12,000 jobs were totally dependent on the port, although indirectly connected jobs would increase in this figure significantly.

Mr. Fitzpatrick said the whole validity of the project was open to doubt because findings were based on value of traffic rather than tonnage. He suggested that the contraction of the port was not synonymous with its decline.

Engineering orders low before dispute

By Hazel Duffy, Industrial Correspondent

THE LEVEL of orders in the engineering industry during the early summer continued low by historical standards, according to the latest information published in Trade and Industry yesterday.

It suggests that the industry as a whole was still working considerably below capacity before the engineering dispute upset production.

New orders from the home market showed some slight recovery in the second quarter, the increase in the March/June period being 6.5 per cent up on the earlier period. But even at the June level of 104 (1975 average monthly sales=100), new orders were running behind the last quarter of 1978.

On the export side, orders began to turn down in May and June after rising slowly in the nine months up to April. The records of two months are too short to determine whether the downturn signified a longer-term trend, but it seems likely that the strengthening of sterling during the spring had some effect on export orders.

The figures cover electrical, mechanical and instrument engineering. The electrical sector has been quite buoyant this year as a result of the placing of orders for the Drax power station, indicating that the state of the mechanical engineering industry might be more depressed than the figures suggest.

Unions fail to save air routes

By Michael Donne, Aerospace Correspondent

BRITISH AIRWAYS' plan to axe 28 loss-making UK internal air routes is expected to go ahead, in spite of a union bid to save them.

Mr. Mark Young, chairman of the British Airways' Trades Union Council, and Mr. Tudor Thomas, chairman of the union side of the National Joint Council for Civil Air Transport, suggested to British Airways that a separate organisation be set up to run the UK and Irish operations, including the 28 threatened routes.

They suggested that all routes be retained, but that there should be a major critical review of domestic operations and said staff had agreed to make changes to improve performance and efficiency.

But Mr. Roy Watts, BA chief executive, said that while he welcomed the initiative, it did not solve the problem of "these 28 chronically loss-making routes."

No hope

"We have scrutinised all the options repeatedly, and in particular we see no hope that hiving off these routes into a separate organisation would ever bring them into profit."

"Our problem is not only to cut costs, but to make profitable use of existing resources."

He said that although he could give no pledge that BA would ever again need to drop particular routes, he believed the 99 per cent of the network that would remain, plus planned routes, would give the airline a secure base upon which to build prosperity.

The routes concerned include those from Jersey to provincial centres such as Southampton, Birmingham, Bristol, Edinburgh, Glasgow, Leeds/Bradford and Newcastle; those between Guernsey and Birmingham, Bristol, Cardiff, Leeds/Bradford and Manchester; between Dublin and Leeds/Bradford, Newcastle and Cardiff, and between Eindhoven and Guernsey, Birmingham, Leeds/Bradford and the Isle of Man.

Cut in day-trip Channel fares

CROSS-CHANNEL day-trip fares are to be cut by a third to £4 by Townsend Thoresen from October 1.

A Townsend Thoresen official said: "We anticipate that this will be just the incentive the British public need to take advantage of the stronger pound in Europe for their autumn and winter outings."

LABOUR

Transport staff 'support reforms'

BY CHRISTIAN TYLER, LABOUR EDITOR

THE TRANSPORT and General Workers' Union is set to cast its Labour party conference vote for Left-wing constitutional party reforms.

Because of last-minute uncertainty and backstairs lobbying, it will not make a final decision until its 35-man delegation meets in Brighton the day before the conference opens.

This general executive council decision was confirmed yesterday as Mr. James Callaghan returned to the theme in a low-key speech in Cardiff.

The Labour Party leader appeared to have accepted that he was not going to be able to effect a truce. He told the Wales TUC meeting he did not want to refer to the issue again, following his warning on Wednesday that damaging, long-lasting split could result.

"We must work together," he said. "We must be a united movement at the present time."

The proposed changes might be necessary but efforts were being made to push them through the conference without open discussion. The right way forward was a detailed inquiry on the lines suggested by trade union leaders.

Mr. Moss Evans, TGWU general secretary, said yesterday his delegation would make their decision when they had seen exactly what they were being asked to vote on.

"As a union we are very anxious to support any motion for democratising the party," it did not matter whether such a motion came from the Labour Party executive, the constitu-

encies, or the unions. The union had no wish to usurp the right of the Labour Party executive or the conference arrangements committee to decide what should be debated.

My view is that a great deal of hot air is being expended at the moment on the effects of these constitutional changes," Mr. Evans said.

Mr. Callaghan may be playing things low key in public, but he is likely to meet trade union leaders before the conference to explore his remaining room for manoeuvre. He will probably talk to the members of the Trade Unions for Labour Victory committee.

Philip Rawthorne writes: Dr. David Owen, Labour's former Foreign Secretary, said yesterday that if the Left-wing forced constitutional changes on the party it would be a "recipe for disaster."

If the party narrowed its appeal merely to the party activists, it would cease to win national support.

A system which would allow the activists to dictate the party's views and ignored the wishes of millions of Labour voters was unacceptable, Dr. Owen said he welcomed the idea of a thorough review and overhaul of the party organisation.

The first car engine to be produced at the new Ford Europe factory at Bridgend, South Wales, was completed today ahead of schedule, Mr. Callaghan announced. While Prime Minister, Mr. Callaghan played a major part in persuading Henry Ford to site the plant at Bridgend.

Holiday

Union leaders told the laid off Rolls-Royce workers to report as usual on Wednesday, but this did not lead to factories being occupied.

The next two-day strike in the engineering industry is due to begin on Monday and union leaders again expect strong support. Many engineering workers in the Midlands will, in any case, be on holiday next week.

Mr. Moss Evans, general secretary of the Transport and General Workers' Union, said after a meeting of his executive yesterday that his union "continued to support wholeheartedly what we consider to be a very reasonable claim."

ITV dispute talks fail

BY OUR LABOUR STAFF

TALKS ON the Independent Television dispute broke up yesterday when employers made a new pay offer which union negotiators said was still unsatisfactory.

The negotiating committee of the Association of Cinematographers the previous proposals would be for rejection.

Technicians will meet on Monday to discuss what recommendation it should make on the offer before formally putting it to its membership.

Mr. Alan Sapper, union general secretary, said it was likely that the recommendation would be for rejection.

Picket measures split companies

BY NICK GARNETT, LABOUR STAFF

COMPANIES ARE divided on whether the Government's proposed Bill on industrial relations legislation should include the wider changes on picketing or the more limited ones.

Both options are included in the Government's working papers, Mr. Patrick Mayhew, Parliamentary Under-Secretary of State, said yesterday.

There was no reason for the TUC to withhold its own code of practice on industrial relations when the Government pressed ahead with legislation, Mr. Mayhew told a meeting at the Industrial Society.

The Government recognised that legislation had to take account of the "inherent

weakness of employees against employers in bargaining. It also understood the "ultimate impotence" of statute in many areas of labour relations and that voluntarism was indispensable.

Nevertheless, the Government had to ensure that the law provided a fair framework in which everyone in industry could agree their own industrial relations arrangements through bargaining.

It was in the particular areas of picketing and the closed shop, where labour legislation had upset the balance of power in industry. Unions and individual employees now had the basic rights and protection which often gave them an "immu-

ty" no other groups enjoyed. The rights of other workers and other members of society had been put at risk as a result.

On the closed shop, Mr. Mayhew argued that the Government could not contend that the unions' power was so precarious that they had to have the right to secure the dismissal of employees without compensation.

The Government and society had to respect the rights of individuals and minorities. Restrictions could only be allowed if they were in the public interest.

On picketing, the Government had to restrict secondary or "privileged" picketing away from the workplace.

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THE M&G GROUP

Liverpool port traffic 'likely to decrease'

BY GARETH GRIFFITHS

THE PORT of Liverpool's share of UK traffic is likely to decrease, and it is not central to the Merseyside economy, according to a three-year research project by Liverpool University.

But Mr. James Fitzpatrick, managing director of the Merseyside Docks and Harbour Company, criticised the findings. The port had a strategic importance, he said. Energy costs made it better placed than ever to fulfil its "natural role as

Britain's most central deep sea port."

Nearly half the UK labour force in production industries was located within 200 kilometres of Liverpool, he said.

The author of the study is Dr. Joanna Kinsey, of the university's business studies school. At a conference in Liverpool to discuss the findings yesterday, she said that if increased containerisation continued to affect more of the Port's customers, ship-

ments to the port would decline.

Traffic through Liverpool declined from 28,017m tonnes in 1967 to 15,819m tonnes last year. The study pointed out that in the base year of 1978 the most significant trade was in chemicals, particularly from the North-West.

The report indicated that the port's main importance, particularly in 1977, seemed to be a lack of facilities coupled with heavy demand by shippers.

The majority of firms using the port were satisfied with the service, although there were strong indications that shipping agents were more satisfied with the service than companies running their own shipping.

The research project's main task was to look at the port's impact on secondary employment in Merseyside.

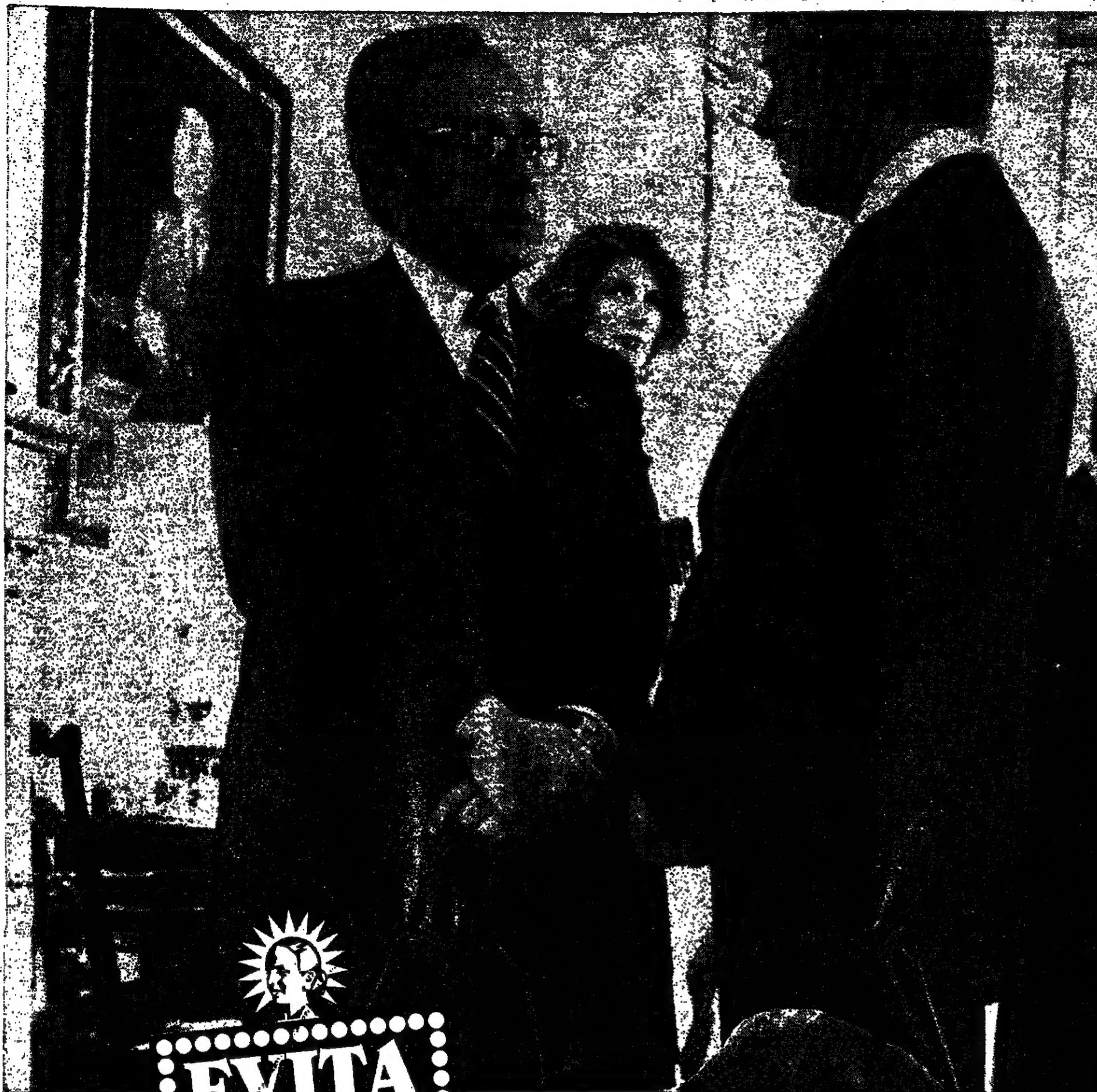
Dr. Kinsey said that while 10,787 people were employed in ship handling work in 1976,

only 527 people had jobs directly related to supplying the port. Only about 11,

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Kissinger-his verdict on the West.

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Henry Kissinger, the man who left Harvard to mould the foreign policy of the free world, is about to publish his memoirs. What is the verdict on where the United States stands today? Is the world now in greater danger of war? What impact will his views have on the policies of the Western Alliance? This week NOW! magazine examines these important questions.




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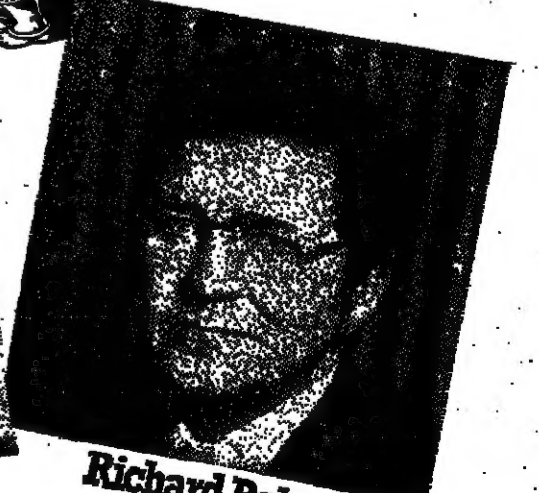
NOW! with the help of experts, investigates the case of Anne Dowling and the claims of a remarkable new book, "Encounters with the Past"



The man behind Lord Goodman.



Kathryn Samuel on fashion.



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Kurds - the price of defeat.

This week in NOW! you can read about how the Engineering Union brought the three day week back to Britain; the tragic predicament of the Kurdish tribes in Iraq; the fortunes of Tim Rice and Andrew Lloyd-Webber on Broadway.

Anthony Shrimmsley gives his views of Edward Kennedy; Patrick Huther says what should be done about British Leyland; Frank Johnson takes a look at Margaret Thatcher's relationship with the Unions; and Clive Barnes has been examining American Television.

There's a profile of Lord Goodman, one of the most fascinating men in public life; and a look at the riches of one of the world's wealthiest men.

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THE WEEK IN THE MARKETS

Back to the bad old days

It could have been a great deal worse. The new headlines this week were enough to test anyone's nerves—near panic in the bullion market, a worsening of the engineering dispute and an extremely bearish forecast from the Bank of England. The squeeze on corporate liquidity over the next couple of years, it said, could be as bad in real terms as it was in 1974-75.

But although share prices have slipped back a little over the week, there is no sign of any real shift in sentiment. The FT-Actuaries All-Share Index remains slap in the middle of a trading range which extends back to the Budget in June. Gilt-edged securities, too, have held up well in spite of the decline in sterling and short term interest rates remain more or less at last week's level.

One rather worrying feature, however, is the fact that companies are still managing to disappoint the market with their results—despite the fact that everyone is now aware that profits are under pressure. The worst performing shares this week have been Stone-Platt, Rowntree, Mackintosh, and shares in a number of other companies which have recently made trading statements have also done badly—like Rockware, Brown Boveri Kent, Thorn or Rolls-Royce. The suggestion is that city analysts are still being too optimistic.

Moving targets

"It's frustrating, to say the least," says Mr. Faddy Cusick, GKN's finance director. "Until the engineering dispute came to a head, GKN was all set to reap the first rewards of its major reorganisation in recent years. Half-time profits, reported on Thursday, were more than a quarter higher at £53.5m pre-tax, and for most of this year the group has been moving ahead in all its major businesses."

Now the short term outlook is an open question. GKN, a number of other engineering groups, says that the current dispute is much more damaging than was the three-day week imposed by the Heath administration. It is much too soon to work out the cost in terms of lost earnings. But in a high break even business like engineering, as Mr. Cusick explains, "You only start to make profits on Fridays."

With every week that the dispute drags on, profits targets for GKN in the current year have to be reduced. The same applies to Delta Metal, which also reported a rise in its interim profits this week. Some of Delta's factories are still working more or less normally, but a tenth of its manual work force in the UK is now laid-off, and

GKN has also been laying men off this week.

Not surprisingly, engineering shares have become the walking wounded of the stock market, with many of the big names slipping to their year's low point in the past few days. Reasonably secure double figure yields are now commonplace. Delta, for example, currently yields more than 12 per cent while GKN offers around 10 per cent on an unchanged payment. There is a fair chance that both companies will increase their dividend this year unless the dispute drags on for much longer.

But although GKN is being blown temporarily off course,

LONDON ONLOOKER

the underlying trend in its business is healthy. In this couple of years, the group has closed down a string of unprofitable businesses—often quite small—and has sold a number of low yielding assets. At the same time, it has been shifting its resources into automotive components—buying distribution businesses and investing heavily in production facilities for constant velocity joints. Sales here are moving ahead strongly, as a result of a swing around the world towards cars with front wheel drive.

It has been an expensive process. This year, GKN expects to show an extraordinary charge of £23m after-tax, which will reflect closure costs and losses on sales of investments. But the interim figures suggest that the pay-off could be substantial.

Stoney end

Much of Stone-Platt's business is healthy but, after a near collapse of interim profits, the group was forced to reveal exceptional difficulties in its principal subsidiary, the UK end of Platt Saco Lowell. The domestic spinning machinery operation, based in Lancashire, lost more than £2m in the first six months of 1979 against a comparable surplus of over £1.1m. A serious delay over a £30m order for Saudi Arabia was largely responsible but the group has also had to take swift action to sew up the management holes created by low margin orders and a seeming willingness to make for stock.

The textile machinery capacity that Stone-Platt now wants to take out of PSL's Oldham plant in a drive to cut overheads can, fortuitously, be switched to electrical production, a sector in which the group's Crawley plant cannot cope. Moreover, the board believes that the problem in PSL can be solved by the end

of the third quarter and still holds out hope of maintaining the 1978 final dividend.

But, if engineering analysts have been slow to scale down forecasts now that the national strike has taken rigorous hold, they can perhaps be forgiven for under-estimating some of the exceptional factors that are a period of poor production, low demand and adverse currency rates has begun to expose.

Sweet and sour

Rowntree, Mackintosh and United Biscuits, the two food companies that reported half-time figures during the week, have a good deal in common. Both have strengthened their market positions against their principal competitors, Cadbury Schweppes and Associated Biscuits Manufacturers, but are now having to fight hard to hold the ground they have gained. Both have made heavy investments in new trading areas—European confectionery for Rowntree, fast food, frozen foods, and U.S. biscuits for UB—and are waiting for the payoff to come through to profits.

The year, though, the haulage strike has hit hard, as well as the competition. Both companies claim to have lost in excess of £2m, directly or indirectly, from the effects of the strike. Rowntree lost a big slice of export business, and UB was left without enough stock to cope with much higher demand for chocolate biscuits in the spring.

Another shared problem is the rise in VAT—both groups were at pains to point out that the majority of their products do not qualify, as most foods do,

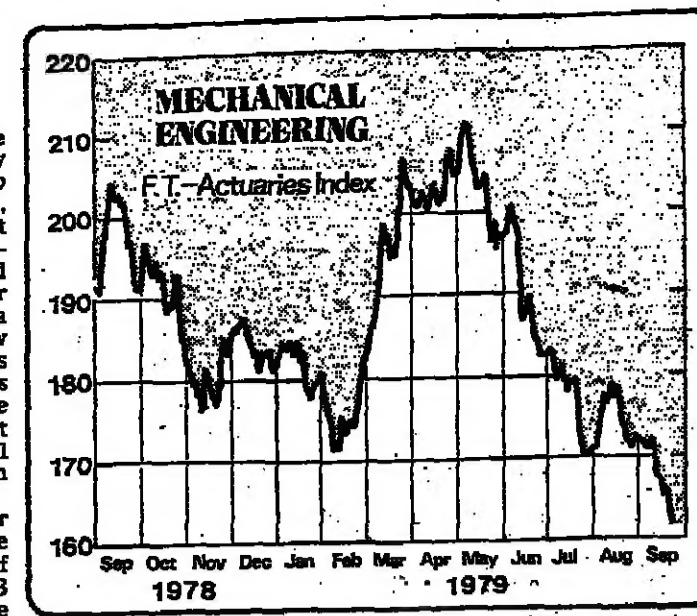
for VAT exemption. They agree that demand fell off sharply when the higher rate came into force—people do, after all, remember very clearly what low-priced items like confectionery and biscuits cost, and are very sensitive to higher prices. UB reckons that a recovery in demand is now under way, but Rowntree is more cautious—it feels that its customers are trying to reduce their stocks, and that the benefit of higher consumer demand will take some time to get through to them.

Although the final results for the year will depend to some extent on the behaviour of sterling, it looks as though UB will be able to catch up in the second half and at least match the 1978 profits of £42.2m, whereas Rowntree is likely to fall short of last year's £45.1m.

The shares of both companies yield a prospective 6 per cent or so and trade on about 10 times fully-taxed earnings. Both are looking forward to substantially higher profits in the early 1980s—UB is perhaps more likely to get there first.

Fred fights on

The run up to the initial closing date of Dalgety's £70m share offer for Spillers yesterday has been punctuated by sniper fire rather than a heavy bombardment. Dalgety was hit from a neutral corner early in the week when a case committee set up by the Investment Protection Committee of the National Association of Pension Funds obliquely advised its members to turn down the capital raising proposals necessary for Dalgety to proceed with its bid.



A few valuable yards gained by Spillers, perhaps, but the advice was quickly turned down by Dalgety's second largest pension fund investor, the Merchant Navy Officers Pension fund, and the instant, and probably correct, reaction from other institutional investment sources was that Dalgety's shareholders should either sell or support the board. The extraordinary meeting to vote on Dalgety's share capital increase takes place on Monday and it could be exciting. Meanwhile, the level of acceptance received from Dalgety's offer were counted last night and will not be announced until Monday morning. Spillers shareholders should sit tight since many institutional investors, holding stock in both companies in several cases, have been inclined to the view that

Dalgety has not been over-generous.

Dalgety reacted angrily yesterday to suggestions that it had an open cheque book to increase the offer without consulting its shareholders but Spillers' own publicity machine heartened by a sample poll of its own shareholders was quite ready to fire a few blanks in the hope of unsettling its target.

The defence pointed out that its assets were worth £8.5p per share, or a premium of perhaps £20m to Dalgety's current terms, but its assertion that the bidder's profits have not included a currency translation loss of £13m was immediately referred to the Takeover Panel which demanded a reference to Dalgety's entirely correct transfer of such items through reserve. Spillers was unruffled by this ricochet.

MARKET HIGHLIGHTS OF THE WEEK

	Price	Change	1979	1979	
	Ytd	on Week	High	Low	
Ind. Ord. Index	446.3	- 7.1	558.6	446.1	National engineering dispute
Gold Mines Index	210.1	+ 5.4	214.8	129.9	Record bullion price
Anglo American Corp.	431	+ 31	454	300	Record bullion price
Automated Security	202	+ 21	202	103	Favourable Press mention
Bemrose	56	- 12	89	56	Sharply lower interim profits
Black (A. and C.)	143	- 15	170	143	Disappointing mid-term statement
Falcon Mines	370	+ 40	380	132	Increased div./bullion price
Fisher (J.)	245	+ 37	245	125	Speculative demand
Grevor Tin	145	+ 20	160	125	Hampton Ares buys 14.34% stake
House of Fraser	141	- 15	167	104	Fading bid hopes
Oilmin	69	+ 17	74	22	Bond Corp. to acquire 14%
Roan Cons. Mines	125	+ 25	135	70	Return to div. list
Rolls-Royce	66	- 5	105	64	Interim figures disappoint
Rothmans Ind.	56	- 4	81	56	Chairman's cautious statement
Rowntree Mackintosh	176	- 14	229	164	Reduced half-yearly earnings
Rustenburg Platinum	150	+ 11	177	94	Platinum rescues all-time peak
Sandeman (Geo.)	75	- 12	98	57	Closing of speculative positions
Stone-Platt	51	- 25	118	51	Poor half-yearly figures
Tilbury Contracting	257	- 63	333	257	Profits warning
Wadkin	110	- 12	172	110	Lower interim profits

U.K. INDICES

Average Sept. 21 14 7

FINANCIAL TIMES

Govt. Secs.	72.13	72.80	73.15
Fixed Interest	72.48	73.39	73.64
Indust. Ord	462.7	472.0	469.7
Gold Mines	210.9	199.6	197.8
Do (Ex 5pm)	191.7	178.5	177.2
T.H. bargain	17,226	15,341	14,968

FT ACTUARIES

Capital Gds.	239.81	241.76	238.06
Consumer (Durable)	231.27	241.76	238.06
Cons. (Non-Durable)	235.94	237.85	236.83
Inds. Group	235.64	241.18	239.30
500-Share	246.76	273.37	270.70
Financial Gp.	193.39	194.45	191.09
All-Share	247.74	251.16	248.58
Red. Debs.	58.12	58.53	58.73

After a small gain on Wednesday, it rocketed up more

Dizzy times

THE STOCK MARKET had some trouble keeping up with events this week, veering this way and that as interest rates soared, the dollar plunged, and gold and silver careered ahead. But it ended the week looking a bit like the winner of an obstacle

NEW YORK STEWART REMING

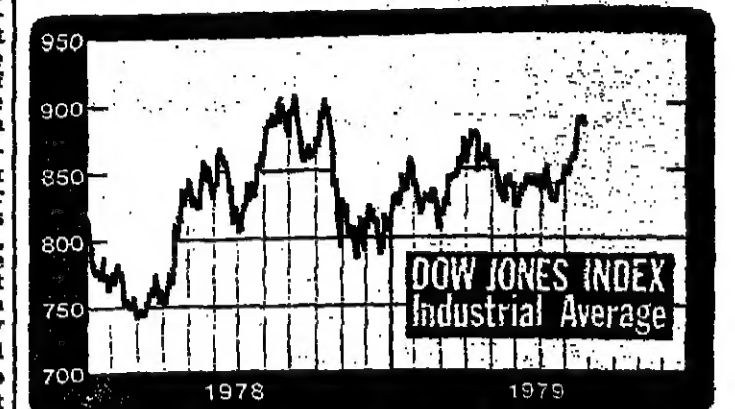
race—dizzy and out of breath, but pleased with the result.

It was a difficult course to read. On the one hand economic activity seems to be flattening out, opening up the prospect of lower inflation. Brokerage houses have also begun reminding their clients that the big market recovery always starts a few months after the recession. And since the recession began last spring, the time is ripe to

than 17 points on Thursday. Its biggest increase in ten months. The surge took everyone by surprise since it coincided with a sharp drop in the dollar, something which would normally depress the market by raising the spectre of further interest rate rises. But evidently investors now firmly believe interest rates are at or near their peaks, and that the dollar problem will have to be sorted out some other way.

The rise continued in early trading on Friday, when turnover in the first hour reached the sixth highest level in the NYSE's history. But the advance was checked by profit-taking and some disappointing oil company news.

Not surprisingly, the week's star performers included the gold and silver mining com-



smiff around for some good buys.

On the other hand, though, interest rates are still soaring due to high loan demand, inflation and the need to protect the dollar. Corporate profits are therefore likely to show any solid gains, and so, presumably, are stocks.

The week began with the good news that the auto workers had settled with General Motors, averting a strike. But with that threat out of the way, the market quickly turned to the next one—a further rise in interest rates. On Tuesday the Federal Reserve Board upped the discount rate to a record 11 per cent, and in the next two days Fed funds went up too. By yesterday, all the major banks had also increased their prime rates to a record 13 1/2 per cent.

Anticipation of the Fed's move pushed stock prices down across a broad front on Tuesday. But the market was quick to note that the Fed board was split 4-3 over the discount rate rise, suggesting that some of its members had deep reservations about pushing interest rates higher still. That was some consolation, and in mid-week the market began a spectacular recovery.

After a small gain on Wednesday, it rocketed up more

panies, though they lost some of their bloom after Wednesday's precious metal prices weakened. ASA, one of the most active, opened the week at \$27 and was up more than \$4 by mid-week. But it shed half of this gain later in the week.

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Cornfeld faces court battle

MIR. BERNARD CORNFELD, the U.S. financier whose far-flung empire managed more than \$800m of other people's money in the late sixties, will be in the dock at a Geneva court on Monday, accused of criminal fraud.

After a six-year legal battle to avoid prosecution, Cornfeld, aged 52, will appear before a criminal judge on charges that the defence attorneys say are unclear and cannot be made to stick.

Cornfeld founded the controversial Investors Overseas Services (IOS) mutual fund empire in 1956 based in Geneva, partly to take advantage of tough Swiss laws on banking secrecy and the then lax rules covering activities of investment managers.

According to defence attorneys, the new issues were underwritten by a consortium of prestigious banks, including

GENEVA BRIJ KHINDARIA

Rothschild, Credit Suisse, Barclays, Westminster, Drexel Harriman, and Hill Samuel. The 30-member board of IOS in 1969 consisted of Cornfeld, who was the chief executive, and some notables, including Sir Eric Wyndham White, former director-general of the General Agreement on Tariffs and Trade (GATT); James Roosevelt, son of the late U.S. President; and Erich Mende, former vice-chancellor of West Germany, the attorneys say.

At the time of its conversion to a public company, the price of each share was fixed at \$10 but, stood, at \$13.25, on the emission date, September 24, 1969. The price stayed above

the \$10 level until April, 1970, and then suddenly plunged to \$4.45 in May, 1970, and was below \$1 in January, 1971.

The trouble began when Cornfeld decided in 1969 that IOS should become a public limited company quoted on the Toronto, Montreal, Luxembourg and Amsterdam stock exchanges.

Cornfeld was arrested in May, 1973, but was freed a year later on a record bail of SwFr. 5m (\$3m at current exchange rates).

When the trial opens on Monday, the prosecution will charge Cornfeld with criminal fraud, arguing mainly that, when IOS became a public company, confusion was deliberately created so that buyers of shares did not know whether they were purchasing new issues or shares divested by existing holders.

The main point at issue will be whether Cornfeld as the chief

executive was then aware that IOS was on the brink of collapse and allowed the then-shareholders to sell off up to half their holdings at an inflated price.

The defence will argue that the eminent banks who underwrote the new share issue, as well as Cornfeld, were convinced of IOS's health when the public issues were floated. The strong demand for the shares for six months after the emission date showed that the \$10 opening price was not unduly high.

The defence, which will call about 100 witnesses, compared with the prosecution's 15 witnesses, will seek straight acquittal for Cornfeld. If found guilty, Cornfeld would face a jail term of up to ten years. Under Swiss law, he would not be able to appeal against any verdict.

Cinderellas of the gold rush

THIS WEEK'S hectic scramble for gold, which produced an unprecedented one-day leap of over \$20 to \$374 per ounce in the price on Wednesday, has been watched with mixed feelings by UK holders of South African gold shares.

The sharemarket's response to these heady goings on has been distinctly muted. Tuesday's big rise in bullion, for example, was reflected in a relatively modest rise in the Gold Mines Index of 6.8 to 214.5.

And when gold gave up only \$2 of its gain on the following day the index retreated 4.2 to 210.6.

Despite yesterday's sharp setback of \$16, the gold price is still \$249 up on the week at \$369, a rise of 7.1 per cent. The index, however, is only 2.5 per cent up at 210.1. And if you go back to the start of 1979 bullion shows a rise of 68 per cent whereas the index is up 48 per cent.

However, it is a different story for overseas holders of South African gold shares who are concerned. They do not have to pay the dollar premium and the index in "ex-premium" form has risen by 92 per cent this year and it hit a four-year high this week.

This is not much comfort for the UK shareholders, of course, but it helps to explain the current situation in the market. The major overseas buyers of gold shares have been the Americans and it is estimated that they hold as much as 25 per cent of the total shares in issue.

Much of the buying took place earlier in the year and feeling, perhaps, that they had bought enough shares for the time being, U.S. gold bulls turned their attentions to dealing in the metal itself via the futures market.

This way they lessened the South African political risk element, in fact, if there were to be a major upheaval in the Republic which hit the gold mining operations, it would probably drive up the price of gold while knocking the prices of the shares of the producers.

But this is not a prime consideration in the minds of the U.S. speculators in gold. They are in the market for a "fast buck" and this suits them better than having to wait for the dividends to come along.

The consolation for UK holders of gold shares is that these high dividends are already in the pipeline and the September quarterly mine profits—due to be published next month with those from Consolidated Gold Fields opening the

battling on October 9—will make a fine showing.

Gold shares are not standing at expensive levels. Good class issues are on a prospective dividend yield basis of up to 20 per cent and more in some cases. They will thus repay their cost in a relatively short time, providing that gold stays at anywhere near current levels.

But if it falls, share prices will still suffer. Just where the gold price is going next is in the lap of the gods; nobody knows. It is

MINING

KENNETH MARSTON

possible that some form of stabilisation deal may be concluded on an international basis, perhaps by central banks, which will recognise the metal's importance in the monetary system.

If so, this would not necessarily mean a heavy fall in the price and, as far as the South African mines are concerned, the present runaway prices are not needed and, indeed, are undesirable. It may be a time for caution, but at least mine profits are piling up day by day.

While the precious metals have been in high demand this week there has been no great excitement in the base metals although copper has shown a gain on balance. It is currently around \$293 per tonne which compares with an average of \$240 in the first half of this year.

The latter price goes against an average of only \$269 in the first half of 1978 and this,

together with better prices for lead and zinc, explains why first half 1979 earnings of Rio Tinto-Zinc have advanced by 51 per cent to \$61.6m from \$40.8m a year ago.

The international mining and industrial group would have earned some \$8m more had it not been for the strength of sterling. This resulted in an exchange loss in the conversion of the profits of the overseas subsidiaries (notably in North America) into terms of sterling.

You may recall that I warned about this early last month. But it is not quite as serious as it may appear because, of course, the London parent company does not bring home all its overseas earnings; a major part of them stay where they are and the apparent exchange loss is partly a book-keeping item.

As far as the second half of this year is concerned, RTZ points to the likelihood of less firm base metal prices and the inevitable rise in operating costs. But the group still reckons that total profits for 1979 should show a useful improvement over 1978.

The results were pretty well in line with expectations and RTZ still seems capable of matching the earlier market hope of total year's earnings reaching about 49p per share. But when the latest results were announced on Wednesday the share market was in no mood to be told of less buoyant near-term prospects and the 261m issued shares of RTZ have come back from 302p to 290p.

And with earnings starting to flow from the new Agnew nickel mine in Western Australia, Selection Trust's second half earnings could be a little better than those of the first half. It still seems on the cards that total 1979 earnings could reach 42p-44p per share.

Running not so smooth

THE ROLLS-ROYCE aero-engine factory at Derby has been the cockpit of the engineering disputes over the last few weeks. The management's decision to close the plant down for the duration of the strikes has led unhappy trade unionists to accuse the Government of using a public-sector company, supported by tax revenues, to try to break what is principally a private-sector strike.

The strike is certainly very bad news to the private sector which hears the Rolls-Royce name, Rolls-Royce Motors Holdings at Crewe, the activity that was put together from the profitable parts of the bankrupt Rolls-Royce group and floated off as a public company in 1973. It has come at a particularly inopportune time: Rolls-Royce Motors is engaged in a very heavy spending programme, much of it linked to the new range of cars which will replace the Silver Shadow, and its profits were already under pressure.

"I can't stress too firmly how damaging it is," says managing director David Plastow. He reckons that the car plants, now working three days a week, are producing less than half their normal output. As Rolls-Royce is in the happy position of being able to sell every car it produces, the lost production has a direct impact on profits. When the new cars begin to be produced—the date is still a secret, but it should be some time in 1980-81—earnings will come under some strain as, quite apart from the heavy capital

ROLLS ROYCE MARTIN TAYLOR

tal spending, and launch costs, extra stocks will have to be carried, and during the change-over period the factories will not operate in the most efficient way.

Rolls-Royce Motors had been relying on its diesel engine division to make a healthy contribution to carry the group over the expected profits dip. Unfortunately, the diesel side is in disarray. Sales of diesel truck engines are going well but military and industrial sales have slumped.

The main spring of Rolls' hopes on the military side was the contract to supply 1,350 tank engines to the Shah of Iran on a British Government contract. This has been cancelled—so far without compensation—and there is nothing at the moment to replace it. The CV12 engine for the new British battle tank, the MET-90, will not make a full contribution to profits until production starts in 1986.

Rolls has been trying to land the immensely valuable contract to supply engines to the new U.S. tank, the Chrysler XM-1. "We're in there fighting for it," says Mr. Plastow—but this is not the sort of thing Rolls can rely on.

At the same time demand for industrial diesels from the most promising markets—the Middle

East and Nigeria—has dried up, and the group sees no sign of any recovery yet. The outcome of all this is that the £4.5m of trading profit that diesels contributed in 1978 may well turn into a small loss for 1979.

Lower profits add a worrying dimension to Rolls' need for cash, which is rising all the time. Last year it spent £16m on fixed assets, and the 1979 figure will be substantially higher. Working capital has swollen by £7.3m in the first half of this year alone. So bore rowings have jumped—by £11m in the six months to June, as much as in the whole of 1978—and net debt is now £36.3m, compared with shareholders' funds of £58.6m. In the last couple of months the company has slammed on the brakes, at least as far as working capital goes, but borrowings will certainly rise further in the second half of the year.

The brighter side of the picture is that motor-cars are still making handsome profits (leaving aside the engineering strike for the moment) and the manufacture of aerospace components, many of them supplied to the nationalised Rolls-Royce, has recovered from the lean period of early 1978. And borrowings should steady once the new car launch is completed.

No doubt the new car will be the epitome of effortless elegance. But for Rolls-Royce, the most painstaking of parents, it will have been a most difficult birth, and an exceptionally expensive one.

Block on Nizam sale

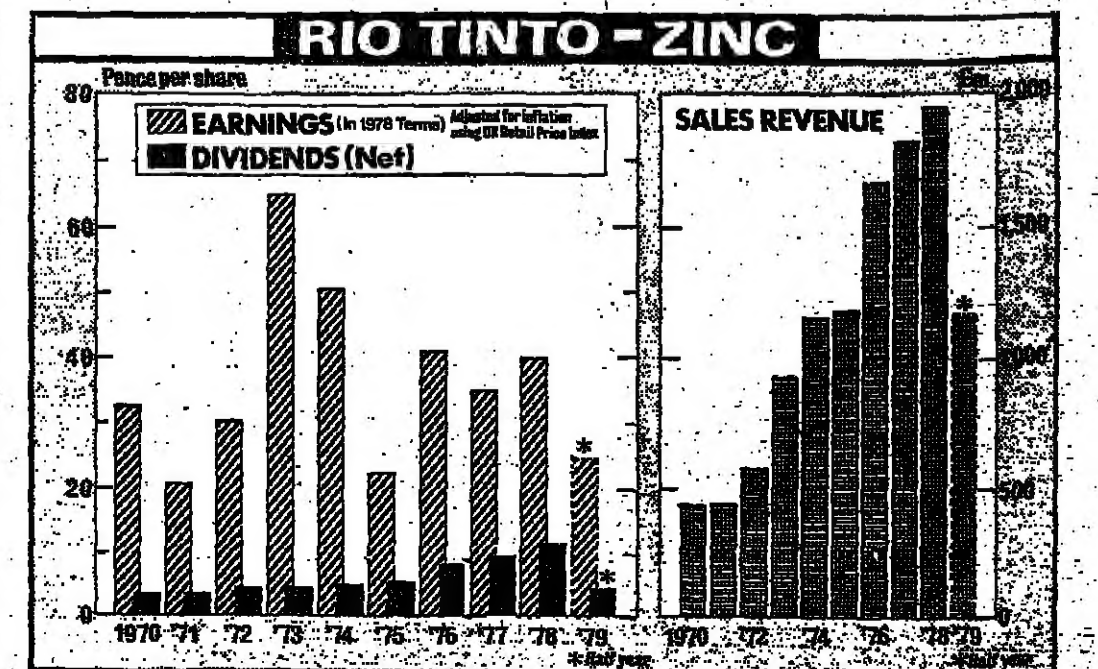
TWO MEN who are not particularly amused by the Indian Government's ban on the planned sale of the jewels of the late Nizam of Hyderabad are Mr. Stavros Niarchos and Dubai businessman Mr. Abdul Wahad Gal Adhari. Both now face losses of interest on money lodged in India prior to the sale. Adhari alone reckons his loss at \$9,000 a day.

Now the battle over whether or not the sale should be held may continue within the Indian legal system.

The controversial auction was to have had the Supreme Court of India as the unusual auctioneer. The Nizam, Mir Orsam Ali Khan VII, was said to be the richest man in the world when he ruled the southern state of Hyderabad. Although he led an ascetic, miserly life without personally enjoying the millions he owned. He died in 1967.

Having hoarded a fabulous treasure of jewels which he partly inherited and partly bought during his life or had it gifted to him by his faithful followers, the Nizam formed a trust for his possessions.

K. K. SHARMA



FINANCE AND THE FAMILY

Appeal against capital gains tax

BY OUR LEGAL STAFF

I have an assessment from the Inland Revenue for £145.50 Capital Gains on Unit Trusts for 1978-79. Total disposals all unit trusts £4,478, capital gains £2,704, losses brought forward £734, net gains—£70 x 15 per cent CG tax = £105.00 due. In several newspapers and in the managers report of several unit trusts they say that disposals of £5,765 will be free of Capital Gains Tax for 1978-79 only, with Capital Gains Credit on unit trusts for 1978-79 only. They also say that with Capital Gains Credit on unit trusts at 10 per cent for 1978-79 onwards the first £3,000 will be free of capital gains tax. Could you please tell me the position for 1978-79 and also for future years?

On the basis of the bare facts given, we suggest that you write to your tax inspector along the following lines:

"Acting on advice which I have just received, I am writing to give notice of appeal to the Special Commissioners against the 1978-79 CGT assessment dated August in the sum of £1,970 (Assessment No.). I propose that the assessment be increased from £1,970 to £2,704, namely the total amount of chargeable gains accruing to me in that year of assessment, in accordance with section 20(4) of the Finance Act 1965. The assessment should be as follows:

Taxable amount £2,704
CGT at 15 per cent on £1,074 = 255.60
Less: Credit on £2,704 under section 112(3) (a) of the Finance Act 1972 = 255.60
CGT payable NIL

I therefore apply to postpone the whole of the tax demanded

(£145.50), in accordance with section 55(3) of the Taxes Management Act 1970." For 1979-80 onwards (until the law is changed), the effective scale of CGT for someone whose chargeable gains are derived solely from disposals of fully qualifying unit trusts and investment trust shares, etc. (as defined in section 94(2) of the Capital Gains Tax Act 1979) is as follows:

Nil on the first £3,000
5% on the next £2,000
40% on the next £4,500
20% on the remainder
For 1978-79, the corresponding effective scale was:
Nil on the first £5,757
14% on the next £1,342
33% on the next £3,742
13% on the remainder

Interest on unpaid tax

INTEREST ON UNPAID TAX I am a non-resident for tax purposes in the UK. An assessment in respect of my UK income for 1977-78 was raised on April 17, 1978, for £975, against which I appealed in a letter dated May 15, 1978. I received no acknowledgment from the Inspector to this letter and, consequently, in a letter of July 11 I requested a response as I was "anxious to settle the tax payable." I did not receive a reply until November 3, accompanied by a new assessment for £163.84, which I paid on January 18, 1979.

I have now been charged interest of £30.30 from July 1, 1978, to January 18, 1979, for late payment of tax payable. I wrote to the Collector of Taxes protesting that the late payment was due exclusively to the Inland Revenue failing to reply to my letters without considerable delay, and was told in reply

that this cannot affect the interest charge. Is this correct? The collector is right, and the law (the Finance (No. 2) Act, 1975) does not give him any discretion to waive collection of amounts of interest exceeding £10. It is not clear from your letter why you made no payment before July. Giving notice of appeal did not in itself relieve you of the obligation to pay the sum of £975 to the collector by May 17. If you did not apply to postpone payment of any of the tax demanded, then it is puzzling that the collector did not press you for payment of the full £975 in the second half of May. On the other hand, if you applied to postpone payment of the whole of the tax, then it is not unreasonable to expect that you be required to pay interest on tax which you deliberately postponed—but you do not say whether you could have made a reasonable estimate of your true liability at the time you appealed.

If you consider that you have suffered injustice as a result of maladministration at the tax inspector's office, you could ask an MP to refer your complaint to the Parliamentary Commissioner (the Ombudsman). We cannot comment on this aspect on the basis of the bare facts given. In any event, as the Parliamentary Commissioner's recent reports are likely to lead to some modification of the 1975 rules governing interest, etc., you may wish to draw an MP's attention to the inequity in the treatment of non-residents under the Finance (No. 2) Act, 1975: a non-resident who reflects the tax limbo in which non-residents' bank interest has been left by Parliament. You should ask your daughter's tax inspector (or any convenient tax inspector's office) for a copy of the free booklet of extra-statutory concessions, IRI (with

Act, 1975. It seems reasonable to expect Parliament to be overhauled in its treatment of overseas tax debtors and creditors—especially since a non-resident taxpayer may be both debtor and creditor at the same time—and one might have expected that non-residents would have been either wholly excluded or wholly covered.

Profits tax on coins

Are Kruggerands subject to Capital Gains Tax or is any profit (and/or presumably loss) treated as income? In the case of the latter is the size of one's holding relative to total investment capital a factor in

determining if one is treated as a trader, and also is the period of time that they have been held material? Are sovereigns subject to Capital Gains Tax? Is there any obligation to make a return on one's annual tax return of purchase of sovereigns?

It is unfortunate that you have missed all the comments on the taxability of Kruggerand profits in the columns of the Financial Times; the most recent was a reply in our Business Problems column of July 18. Briefly, we may say that neither factor you mention is of much significance by itself in determining whether the acquisition and disposal of Kruggerands constitutes an adventure in the nature of trade.

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

For sovereigns minted before 1838, the position is similar to that for Kruggerands. Sovereigns dated 1838 or later are regarded as exempt from CGT (but not from income tax) as sterling currency, by virtue of section 19(1)(b) of the Capital Gains Tax Act 1979.

An acquisition of sovereigns dated 1838 or later does not have to be reported, under section 12 of the Taxes Management Act 1970 (but an acquisition of older sovereigns should be reported).

Correction In our reply Resident in UK and Spain on September 8 the word "likely" appeared as "unlikely". The answer should have read: "... we think it highly likely that you will retain your exchange control status ..."

Non-residents' bank interest

I have a daughter teaching in Africa through The Department of Overseas Development on a three-year contract. One part of her salary is paid in London, free of income tax, and one part in the country of employment. The part paid in London is partly invested in a Building Society and for the balance available. I have advised her to take advantage of the banks' present high interest rate offered on deposit accounts. When requested by me to confirm that this income is not taxable, the bank was non-committal. Could you please advise me in this respect?

The bank's non-committal reply reflects the tax limbo in which non-residents' bank interest has been left by Parliament. You should ask your daughter's tax inspector (or any convenient tax inspector's office) for a copy of the free booklet of extra-statutory concessions, IRI (with

an updating supplement), and look at concession B13; concessions A13 and D2 may also interest you particularly. The significant part of B13 reads:

"Where a person not resident in the United Kingdom receives interest (e.g. bank interest) without deduction of income tax, and is not chargeable in the name of an agent under section 78 of the Taxes Management Act 1970, no action is taken to pursue his liability to income tax, except so far as it can be recovered by set-off in a claim to relief ..."

If your daughter's tax inspector agrees that she is not ordinarily resident in the UK, she can instruct the UK bank not to include her interest in the annual return of depositors' untaxed interest by virtue of section 17(4) of the Taxes Management Act 1970: "If a person to whom any

interest is paid or credited in respect of any money received or retained in the United Kingdom by notice in writing served on the person paying or crediting the interest—

(a) declares that the person who was beneficially entitled to that interest when it was paid or credited was not then ordinarily resident in the United Kingdom, and

(b) requests that the interest shall not be included in any return under this section,

the person paying or crediting the interest shall not be required to include that interest in any such return." You may well consider suggesting that your daughter move her funds out of UK building societies into banks and other institutions which offer a better return to a non-resident investor in her position.

Income growth from Gartmore

The continuing aim of Gartmore High Income Trust is to provide a high and increasing income together with long term capital growth from a portfolio of U.K. shares. Since the Trust was first offered in March 1975 the gross yield, based on the original offer price, has increased from 12.2% to 22.0%, to original unit holders. Over this period original unit holders have received a gross income total of £50.02 for every £100 invested. Capital growth over the period has also been substantial with the units rising in value by 129.6% compared with a rise in the Financial Times Ordinary Share Index of 68.0%. We believe that one of the main reasons for the outstanding record of this Trust has been the continuity of the investment team, whose success has been well demonstrated over the period. Remember that the price of units and the income from them can go down as well as up. You should regard your investment as long term. Units can be bought or sold on any business day and the price and yield appear in the national press daily. Contracts will be issued for purchases and certificates forwarded within six weeks of settlement. Cheques for units sold are sent within seven days of receipt of the remittance certificate. Distributions, net of tax at the basic rate, are made on the 15th March and 15th September. An initial charge of 5% is included in the offer price and an annual charge of 1% (plus VAT) of the value of the Trust is deducted from the Trust's gross income. Commission of 1% is paid to authorized agents. Trustee: Midland Bank Trust Company Limited. Manager: Gartmore Fund Managers Limited (a member of the Unit Trust Association), (Incorporated in England No. 1137333 at the address below).

To: Gartmore Fund Managers Limited, a St. Mary Axe, London EC2A 4EP. Tel: 01-423 5766/5806—Dealing 01-423 6124—General

I/We enclose a cheque for (min. £200) £ payable to Gartmore Fund Managers Ltd., to invest in Gartmore High Income Units at the offer price ruling on receipt.

My/Our signature on the offer price of Gartmore High Income Units on 20th September, 1979 was/are: _____

Signature(s) _____

First Name(s) in Full _____

Address _____

Signature(s) _____

(If there are joint applicants all must sign and attach names and addresses separately.) (If there are joint applicants all must sign and attach names and addresses separately.)

£700,000,000 under group management. FT 21/9/79

Fast rising return from Tyndall

11.6% gross* in 1976/77 17.81% gross* in 1978/79
Actual yields based on initial offer price of 25p.
London Wall Extra Income Growth Units

This unit trust in the Tyndall Group invests mainly in second line shares chosen for their high and rising dividends. Although past performance is no guarantee of what may happen in the future, in just over three years since the Trust began in February 1976, the income has risen by 53.9% so that the current yield for original investors is now 17.81% gross. At the same time the offer price of the units has risen by 50.8% compared with 14.75% for the FT Ordinary Index.

The offer price of Distribution units on 20th September was 37.7p and the estimated gross current yield 10.90%.

You should remember that the price of units and the income from them can go down as well as up.

You should regard your investment as long term.

* All unit holders are paid or credited with income net of basic rate tax.

Important details Units, which are dealt in daily, will be allocated at the offer price prevailing when your completed application is received. Units prices and yields are shown in most national daily newspapers. An initial management charge of 5% is included in the offering price of the units. A half yearly charge of 3.16% (plus VAT) of the Fund is deducted from the Trust's income. Trustee: The Royal Bank of Scotland Ltd. Manager: London Wall Group of Unit Trusts Ltd., Reg. in England No. 792316, 1 Finsbury Square, London EC2A 1PD.

APPLICATION FOR UNITS To: London Wall Group of Unit Trusts Ltd. 18 Canynge Road, Bristol BS99 7UA. Telephone: 0272 32241

I/We enclose a cheque for (min. £200) £ payable to London Wall Extra Income Growth Trust at the offer price ruling on the day I/We receive this application. My/Our signature(s) on the day I/We receive this application. My/Our signature(s) on the day I/We receive this application.

Signature(s) _____

First Name(s) in Full _____

Address _____

Signature(s) _____

(If there are joint applicants all must sign and attach names and addresses separately.) (If there are joint applicants all must sign and attach names and addresses separately.)

£700,000,000 under group management. FT 21/9/79

A Tyndall Group Unit Trust Member of the Unit Trust Association

MANAGE YOUR OWN PORTFOLIO

For a start, you might well do it better than the "experts." And in any case, you care more about your own affairs than anyone else does. In today's fast-moving markets, only sound common sense, backed up by in-depth research, will win through. And that's exactly where the FLEET STREET LETTER, Britain's oldest newsletter, can help you.

Gone are the days when a "sound portfolio" of shares could just be bought and forgotten. 1974 proved that. Today's investor has to be alert. Buying tomorrow's favourites at today's prices. And, of course, remembering when to sell them. Before the next "1974." That's why the FLEET STREET LETTER, Britain's oldest newsletter, emphasises the importance of knowing when to sell.

The only way to be sure the FLEET STREET LETTER is right for you is to see a copy and judge for yourself. So, just complete and return the attached coupon and we will send you a FREE COPY. Plus a detailed analysis of FSL's latest idea, a company which most other investors have not yet discovered.

F.S.L. has been recommending selective share sales for some time now, and expects to recommend further extensive sales later in the year—make sure you are "on board" before then. It could save you a fortune!

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The additional knocks of motor accidents

INSURANCE

JOHN PHILIP

HAVE a look at the "own damage" section of your motor policy and you will find the exclusion not only of loss of use but of depreciation, wear and tear, mechanical and electrical breakdown. The actual words do vary from policy to policy, but insurers' intention is clear. They do not provide the policyholder with a maintenance contract, nor do they provide him with protection against the continuing loss of value that stems from the inevitable bulk in obsolescence of any motor vehicle.

Incidentally insurers' attitude here is no different from their attitude to other material damage insurance written on an "all risks" basis. You will find similarly phrased exclusions, for example, in the policy you have on your jewellery and other valuables.

It is arguable that when a car is damaged, however slightly, and then repaired, however expertly, that it has not the same value after repair as before the accident. This argument becomes stronger the more serious the damage and the more extensive the repair.

But how much of this argument is in the owner's mind? How much is theoretical rather than real? The great majority of car collision repairs involves not mechanical damage, nor damage to the chassis, but damage to bodywork, wings, doors, bumpers and so on. All these

items can be replaced, if damaged too much to be straightened or beaten out. When there is a satisfactory respray to ensure similar tone to both new and old bodywork, it can be very difficult for the most expert eye to discern the repair.

Certainly the motorist with such a repaired car should be losing no sleep about loss of value. Where there is collision mechanical damage—so that parts say of the engine or transmission have to be replaced or replaced, it is even arguable that there is some enhancement of value (for example, if you have a three-year-old family car, and have averaged around 10,000 miles a year). Circumstances alter cases, and some repairs are more difficult than others—but if a satisfactory repair job cannot be done having regard to the type, age and condition of the car, then in the interests of safety insurers (and repairers) will normally advise, if not insist, on having the car written off.

However one looks at the car collision repair problem (and in this space admittedly only in

the broadest terms) unless the car is written off, the repair ought to be such that the car is as good as before, if not better, and the motorist should have no complaint about loss of value. Even if he has, he cannot look to his own "comprehensive" insurers for financial recompense, because of the clear exclusion of depreciation. But he may just be able to claim for loss of value where someone else is legally responsible for the damage. In 1974 there was reported a decision of the Court of Appeal—Payton v Brooks—which appears to allow the aggrieved motorist compensation for diminution of value.

The report at my disposal is short and makes no mention of the make of car, but one aspect is clear—Mr. Payton's car was only four weeks old when it was damaged by Mr. Brooks' negligence. Mr. Payton claimed not only for the cost of repair

but also £100 for the loss of market value, as thereafter he would have a repaired car. The trial judge refused this part of the claim, finding on the evidence that Mr. Payton had not established there was any loss of market value. On this point the Court of Appeal accepted the trial judge's finding of fact—and in strict law that can be said to be the end of the matter.

But the court went on to say that if the judge had in fact found that diminution of value had been proved then Mr. Payton would have been entitled to compensation on the ground that the saleable value of his property had been reduced. Seemingly, the newer the car and more specialist its nature, the more chance the motorist ought to have of establishing loss of value. But for the owner of an average, ageing car, the task must be well nigh impossible. For, on average, each motorist has an accident once in six to seven years, while the average life of an ordinary car is round about 13 to 14 years.

Hard commercial fact is that second-hand values are average values, taking into account aver-

age mileages, average condition, average accident and mechanical repairs. The motorist who has a never damaged, splendidly maintained car may be able to persuade a private buyer to pay more than the average—if he can find one. He will probably not be so fortunate with the cynical, worldly wise motor dealer.

Savings pay out

SOME £225m is currently being despatched to 750,000 UK savers as compensation for payments delayed during the strike by computer staff earlier in the year. The handouts, which have been calculated at a tax free rate of 17 per cent include all amounts of more than 50p. For anything less savers must make individual claims although the Department for National Savings hopes there will be few enquiries—as it points out many claims may be worth less than the postage required to deliver them.

Relief for investment trusts

TAXATION

DAVID WAINMAN

FROM THE INCEPTION of capital gains tax in 1965 the special position of investment trust shareholders has been recognised, and holders of units in unit trusts have been similarly favoured. (In order to avoid undue repetition, we will embrace both groups hereafter in the one word "shareholder.")

Although a number of changes in the form of their relief have been made down the years, no move has been made to remove it. The legislation now gives a shareholder a credit of 10 per cent of his gains against the tax liability on those gains. Where the shareholder is paying tax at 30 per cent, this will seemingly leave him with a net liability of 20 per cent.

The trust itself is liable at a special capital gains tax rate of 10 per cent on its gains made within the trust. If it is a true assumption that there will be reflected through into the value of its shares the net 30 per cent of its gains, then the shareholder himself would be left after his own tax payment with 80 per cent of that net sum—namely 72 per cent of the original gain.

This is of course too simplistic a way of looking at things. Apart from the doubtfulness of its main premise, it ignores the question of the timing of the trust's gain and

that of the shareholder. And it also assumes that the shareholder pays tax at 30 per cent.

The position becomes more complex, and more interesting, as soon as one questions what happens where the shareholder pays at less than the full rate.

Table 1 shows the taxpayer with gains only on investment trust, and taxable, before the credit, at an average rate of 11.67 per cent. The credit reduces that tax to 1.67 per cent. Had the gain been less—so that the liability on it initially worked out overall at less than 10 per cent—the credit is then restricted so as not to exceed the liability. Table 2 shows the position.

So far we have been looking only at gains on investment trust shares. What of losses? Somewhat surprisingly, there is no requirement that they be deducted only from gains on investment trust shares.

Table 3 shows that the losses on investment trust shares will not restrict the availability of credit provided that there are other gains against which trust share losses can be set. But this can of course never operate to give the taxpayer a credit exceeding 10 per cent of his gains on investment trust shares.

We should also recall the general rules for losses brought forward from earlier years. When next gains are made, these losses must be set against them: losses cannot be "carried through" a year in which there are gains which could be reduced or eliminated by such losses, even though this rule may cause the investment trust credits to be wasted.

But there are two possible ways in which a taxpayer can plan to mitigate the damage. He can perhaps make use of the principle that a husband or wife does not need to have his or her losses, whether of the year or brought forward, set against gains made by the other party. Alternatively, the taxpayer may find it economic to bed-and-breakfast some holdings

showing gains. These can be eliminated by the losses needing absorption, thus leaving the investment trust gains exposed, and the credits thereon unused.

Finally, we have seen in Table 2 above that the credit will be restricted so as not to exceed the tax liability. For this purpose, the taxpayer is entitled to quantify that tax liability on the footing that the investment trust gain is his "top slice."

Table 1
Capital gain on investment trust £4,500
First £1,000 exempt from tax
Next £3,500 taxable at 15 per cent £525
Less Credit available: 10 per cent of £4,500 450
Net tax liability £ 75

Table 2
Capital gain on investment trust £2,500
First £1,000 exempt from tax
Next £1,500 taxable at 15 per cent £225
Less Credit available: 10 per cent of £2,500 250
restricted to amount which does not reduce the liability below zero £225

Table 3
Gains on investment trust shares £12,000
Gains on other shares £4,000
Less Losses on investment trusts 3,000
£13,000
Tax thereon at 30 per cent £3,900
Less Credit at 10 per cent of £12,000 1,200
Net tax liability £2,700

Table 4
Gains on investment trust shares £1,100
Gains on other assets £900
£2,000
Liability 15 per cent of the top £1,000 £150
Less Credit at 10 per cent of £1,100 110
Net tax liability £ 40

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GOLD—How far will it go?

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YOUR SAVINGS AND INVESTMENTS

The Bank of England's latest economic report makes grim reading. Barry Riley discusses what it means for investors

Get set to change your savings habits

YOU AND I are going to save more next year. That is the implication of Thursday's grim warning from the Bank of England that industrial companies are heading into a period of financial squeeze which could be as severe as the one they encountered back in 1974.

But to give us the incentive to save, interest rates will have to stay high and share prices will have to stay relatively low. Such conditions will help to steer people away from buying houses, cars and other durables through expensive loans, and will direct them into the savings market. That, at any rate, is what will happen if the economy develops in the way the gloomy forecasters of Threadneedle Street currently project.

Flow of funds analysis has become popular in recent years as a way of understanding the development of financial pressures within the economy. Somewhat arbitrarily, the economy is

divided up into a number of sectors—commonly the personal sector, industrial and commercial companies, financial companies, the public sector, and the overseas sector.

Every quarter the Government's statisticians calculate the surpluses or deficits run by the various sectors. In principle a deficit in one place has to be matched by a surplus somewhere else, so that they all add up to zero. In practice the figures can only be balanced by bringing in a residual error.

Usually the figures are of greater academic interest. There is nothing wrong with one sector running a deficit if another wants to run a surplus. In countries like Japan the company sector regularly runs very large financial deficits with the

greatest of ease because the personal sector is in chronic surplus. Trouble comes, however, if there is a sudden change in the pattern. The process of

adjustment can be tricky.

This happened in 1974. Industrial and commercial companies, which had been in surplus at the beginning of the 1970s, plunged into a deficit which reached £4.6bn in 1974. At the same time the Government was increasing its deficit, partly because the economy was dipping into recession, which always affects tax receipts and leads to higher spending in areas like unemployment benefits.

Part of the gap was bridged by a worsening in the balance of payments—which is another way of saying that the overseas sector ran a big surplus. But there was an even larger rise in the surplus of the personal sector, which jumped from £2.3bn to over £5bn.

This was mainly achieved through a fall in dissaving rather than a rise in saving as such. Borrowing from banks by persons dropped by over £1bn compared with 1973, and net

sales of company securities declined by a similar amount. That was the impact of high interest rates and low share prices.

Since 1974 the company sector deficit has shrunk sharply again. Last year it was only £2.3bn, which allowing for inflation was only about a quarter as large as in 1974. The personal sector surplus has continued to stay high, however, in reflection of the large Government deficits run during the period of Labour rule.

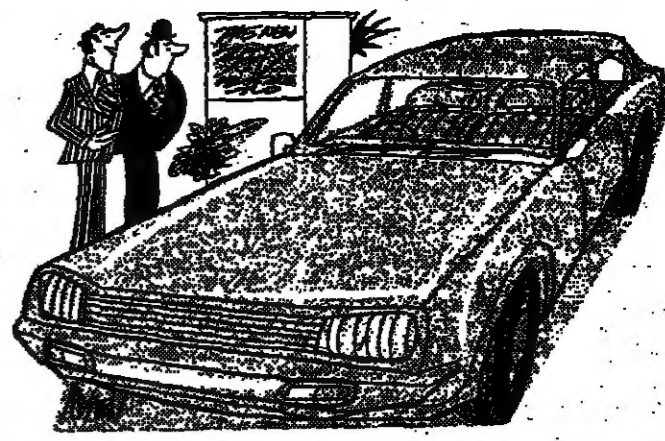
Now the Bank of England has issued a warning that the financial deficit for industrial companies in 1979-80 could emerge at about the same level in real terms as five years earlier. Allowing for the improved position of North Sea companies something like £3bn. The lion's share of this finance will probably have to be provided, one way or another, by the personal sector. After all, the Government deficit is unlikely to

shrink, even given the Tories' commitment to monetary and fiscal discipline. And official expectations seem to be that the balance of payments will improve slightly (that is, the overseas sector surplus will shrink) after the poor performance in the first half of 1979 when the current account showed a deficit of over £2bn.

It may be, of course, that the squeeze on companies will not be as bad as the Bank is predicting. Perhaps the Government will succeed in persuading—or frightening—workers into accepting much less than the rises of 20 per cent or so they may be expecting from this winter's pay round.

But it looks as though the personal sector surplus is going to rise substantially. It will do so by means of a sharp drop in consumer credit, a big rise in pension fund contributions in line with fatter pay packets, and through the impact of high interest rates on the savings habit.

Easing the burden of breakdowns



"and the blue warning light tells you when your mechanical breakdown insurance needs renewing!"

BUYING A car these days, whether a new or a used one, is a bit like indulging in financial Russian roulette. If you are lucky, you get a car that is reasonably trouble free. If not, you get one which is plagued with one fault after another and is a drain on your pocket.

The motor industry tries to get round this problem by using warranties: the manufacturer's warranty covers the new car against mechanical breakdown during the first year while the garage warranty for used cars covers the first three months (sometimes the first six months) after purchase. Fate being what it is, breakdowns occur just when the warranty period has expired.

The car buyer can remove much of the worry by taking out a mechanical breakdown insurance contract. For in exchange for paying a regular amount each year in the form of premiums, the motorist can avoid huge breakdown bills which could set him back a few hundred pounds.

Mechanical breakdown insurance is a relatively new feature in the motor insurance market. The first insurance-backed warranty schemes appeared at the end of 1974, though some of these left a lot to be desired in terms of cover and understanding. This type of insurance should finally be accepted following Car Care Plan's announcement that its policies are being insured at Lloyd's.

Car Care Plan, although not the first in this field, has pioneered the design and marketing of a policy which meets the needs of the consumer—both the motorist who buys the car and the garage that sells it. Founded four years ago, Car Care Plan's managing director Mr. Alan Longmate now claims to offer a comprehensive range

of policies, insured with Lloyd's to meet all needs in this sector. He and his executives have many years of experience working in the motor garage trade and know at first hand the consumer's needs.

For buyers of new cars, there are five types of contract available. Basically they all offer a one-year extension of the manufacturer's warranty which takes over immediately the warranty expires, provided the correct servicing requirements have been carried out. Premiums vary from £37.50 to £75 depending on the types of benefit required.

To make a claim on this insurance, the motorist has to use a reputable garage, obtain an estimate of repairs, detailing parts and labour charges, complete a claim form, which is provided at the outset and post it to Car Care. The company then authorises the work to be done and settles the account. The use of computers enables Car Care to provide a speedy service and also monitor garages to ensure that the scheme is not being abused.

Some 5,000 garages have linked up with Car Care in providing this insurance guarantee, but the company will operate through any reputable dealer.

There are other mechanical breakdown insurance contracts on the market. British Leyland, for example, offers Supercover, with premiums varying with the type of car.

Anyone interested in this type of insurance should talk to his garage or contact Car Care Plan, Security House, Bramley District Centre, Leeds LS13 2EL.

INSURANCE

ERIC SHORT

At the end of a hectic week for gold, Tim Dickson looks at the prospects

Three or four hundred, that is the question

IF THE private investor has not thought about gold in the last few days, the chances are he never will. It has been a momentous week—one which doubtless will not easily be forgotten by those in the market and one which some even say could go down in history alongside landmarks like the California gold rush of the mid-19th century and the Klondike.

On one day last week—Tuesday—gold was up a staggering \$27 at one stage, its biggest jump ever, before falling back to close more than \$20 higher at \$374. Bears were caught catastrophically short while the cost theories of some investment analysts disappeared out of the window.

The reasons for the recent rise have been well documented. The U.S. Treasury auction was the immediate cause, with rumours of strong central bank and Arab buying providing much of the longer term impetus.

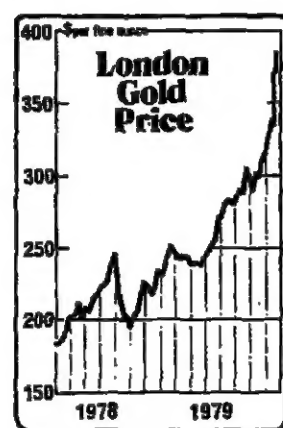
The most pressing question, however, is simply where do we go from here? After the excitement of Tuesday's spectacular surge had died down, most of those close to the market were

predicting that the bubble would burst, a unanimity which Julian Baring of brokers James Capel described as "alarming." "When everybody is thinking the same way, that's the time to watch out. They will invariably be wrong," he observes.

A quick poll of some well known gold watchers, meanwhile, confirms that the view from the top is by no means universally bearish. Harry Schultz, author of the International Harry Schultz Letter and the gold guru who charges clients \$2,000 per hour for his advice, feels the price will top \$400 very soon while "500 is certainly on before Christmas." He believes investors can look forward to \$600 a few months later.

Mr. Schultz feels it is no longer possible to analyse future gold movements by reference to charts or fundamental ratios. The market, he says, is now being influenced by politics, rumour and the simple equations of supply and demand.

Justifying his bullish predictions Mr. Schultz points out that there is now a severe shortage of physical metal at a time when



in the gold price and what he describes as last week's "once in a generation" surge to the "political ineptitude" of President Carter. Gold, he says, is firmly attached to a sea-saw which has the dollar balancing precariously at the other end.

"The discovery that Carter is irrevocably politically bad but that he is going to be with us until January, 1981, has created panic," he states. Dismissing market theories and quantitative analysis, Mr. Janeway says the calendar stands him in better stead than any charts. "I am watching the White House and observing its backlash on the markets." The recent surge, he maintains, is by no means exhausted and \$500, he feels, is the next stop.

Back in London David Fuller of Chart Analysis points out that given the example of more successful inflation hedges such as stamps, land, buildings and works of art, there is still some way to go.

Mr. Fuller predicts that the recent rapid acceleration will spill over in a short-term shake out, but he adds: "There is no sign of the bull market being

over." For this he advances three main arguments. Firstly, gold has not been successful relative to other inflation hedges. Secondly, there is a vast amount of capital around, notably the huge surpluses from the Middle East oil producers. Thirdly, holders of this capital have become disillusioned with paper investments (bonds, Government securities, equities) and are increasingly seeking ways of maintaining the value of their capital.

A bearish cry, at last, can be heard from the commodity analyst at Consolidated Goldfields who is convinced an adjustment downwards is imminent. "I feel the price has gone too quickly, too erratically. We are in new ground but I think it will fall back to \$320 in the next few weeks."

Finally, Brian Marber of the Investors Bulletin, epitomises perhaps the feelings of many gold watchers after what has been an exhausting week. "Usually stick my neck out on these occasions," he comments, "but after the past few days I find it impossible to say what will happen next."

Bring on the big battalion—quietly

LIKE THE oak tree, new unit trust teams generally start from something pretty small. Sometimes, indeed, the acorn can be little more than an entrepreneurial act of faith by someone anxious to prove he can perform better on his own than with a large established group. This week's news that Fidelity Investment Group is planning to enter the UK unit trust business is arguably a little different.

There are similarities, of course, with recent unit trust launches. The architect of this new venture Mr. Richard Timberlake, until last month managing director of Fidelity Securities Managers, is like some of his younger rivals a man with a track record elsewhere who is clearly ambitious to succeed in a new environment.

Furthermore, his fledgling company as yet comprises a mere handful of people and like others before them the new management team when assembled, will be making a big leap in the dark when the first fund is launched some time early next year.

Mr. Timberlake's new investment management company, however, is unusual in that it is already part of another group. It becomes particularly unusual when that group is Fidelity Investment of Boston, the largest managers of mutual funds in the U.S. and probably the largest in the world.

Fidelity has substantial operations in Bermuda and Tokyo and altogether has total funds under management of more than £3.5bn.

Fidelity's entry into the UK unit trust scene comes at a time when confidence in this part of the investment world is at a low ebb. Net unit trust sales in the first eight months of 1979 have been running at the lowest level for many years. Sales may have been reasonably steady but redemptions have been consistently high with small savers seemingly disillusioned by poor performance. The record level of redemptions, moreover, adds substance to the arguments of those who claim there are already too many unit trusts on the market.

Mr. Timberlake, however, is not perturbed by the current air of pessimism though he sympathises with outsiders who are sceptical about the future and worried by the poor records and lack of professionalism of some managers.

"There are really very few good professional management groups around and I believe we are going to join their number," he says. "Fidelity has an excellent reputation and I think we can benefit from this and from some of their knowledge on the other side of the Atlantic."

UNIT TRUSTS

TIM DICKSON

The odds lengthen

FEWER Prizes are to be awarded in future by Ernie, the computer which spins its keep by picking winning premium bond numbers on behalf of the Department for National Savings.

The reduction in Ernie's output, planned to take effect from January, is not an uncharacteristic act of meanness by what is perhaps the country's best known piece of electronic hardware. Under the new formula the total monthly value of prize money available for distribution to premium bond holders will not be affected and investors will be compensated for the slimmer odds by bigger average payouts.

Ernie, in fact, is about to move onto "short time" anyway in an effort to make up ground lost during the strike by Department staff earlier this year. As a result the number of prizes allocated for the last four months of 1979 will only be a quarter of the usual figure, involving among other changes the temporary suspension of the popular £25 and £50 prizes in favour of a few number of bigger units.

The decision to cut back Ernie's prize list from the beginning of next year, however, will be permanent. It follows a review by staff at the Treasury which could well recommend scrapping the £25 prizes once and for all and increasing the number of larger rewards. Full details will be announced next week.

The Treasury men are acting primarily to cut costs at the department. While adminis-

trative efficiency is certainly laudable and while inflation has eaten into the value of the smaller prizes, many investors will no doubt lament the passing of a system which gave more people a share of the spoils.

The truncated draws for September, October, November and December (which will all be held in November and December, incidentally) will give premium bond holders a taste of what may be coming.

In a "normal" month the chances of winning with a single premium bond are roughly 10,000 to one. From September onwards, the odds will lengthen to something over 43,000 to one, though the value of the prizes will on average of course be four times higher.

The exact number of prizes to be awarded each month in the interim period can not yet be determined because it depends on the value of all the money invested in premium bonds. The value of the July payout—it is always 54 per cent of the total—was so drastic. Even if the £25 prize (which accounts for half of the total) is completely cut out and the money reallocated in units of say £50, the number of prizes will still come to well over 80,000.

T.D.



Mr. Richard Timberlake

A non-index index... to beat the index!

REMEMBER index funds? They were meant to be the saviour of the punch-drunk fund manager. By buying all the shares in a stock market index—in exact proportion to their weighting within that index—he could always be sure of doing as well as "the market."

There was just one snag. Just as the idea started to catch on, the performance of major stock market indices around the world started to trail behind that of the overall market which they were supposed to represent. This has been especially true in the U.S. where shares in smaller companies have been leaping ahead while the big blue chips in the Dow Jones Average have been plodding along.

This is all a minor inconvenience to a committed stock market theorist. Showing the ingenuity which made America great, the American National Bank and Trust Company of Chicago is now developing a non-index index fund. The idea is to reflect the performance of all the shares that are not in the Standard and Poor's 500-stock index.

"There is clear evidence that this sector outperforms the larger companies," says Mr. Rex Sinquefeld, head of the bank's trust department.

Hold on, though. The basic concept of the index fund is that stock markets are efficient, and that fund managers who try to do better than the market as a whole are just wasting time and money. How does this square with the idea that large sectors of the market consistently do better than others?

Easy, says Mr. Sinquefeld. Shares in small companies have to offer greater scope for capital gains than those in blue chips, because the latter also offer "non-pecuniary returns." For instance, a dollar's worth of IBM buys your portfolio a much more diversified investment than a dollar's worth of Wichita Widgets.

Maybe. But the stock market is an unkind place. Anyone care to bet that the index stocks are going to start performing well again?

RICHARD LAMBERT

Lured offshore to deposit

UK INVESTORS have not in the past rushed to the Channel Islands simply to put money on deposit. That particular offshore paradise is better known for its sophisticated range of investment schemes than for its function more commonly associated with high street banks.

This year, however, there has been a trickle of new funds designed to help people put their funds on deposit, a trickle which in the last couple of weeks appears to have developed into a flood. No fewer than three new funds—run by merchant bankers Brown Shipley and Arbutnot Latham and the investment management group Britannia—have been launched this month in an effort by those concerned to pick up a share of what is an increasingly popular market.

As the accompanying table shows this now amounts to well over £200m, spread around nine different management groups. Most recently, demand shows no signs of tailing off. Arbutnot claims to have taken in £1.5m in just three working days.

The attraction of these funds, which are all identical in concept, is that they effectively allow income to be taxed as capital gain. Based in the Channel Islands, they are registered companies which issue and redeem their own participating redeemable preference shares in the same way that authorised unit trusts issue and redeem units in the UK.

The aim is also invariably the same—to provide a return to the

Company	Launched	Funds (£m)	Gross Capital Yield (%) (Aug to %)
Central Assets (Keyser Ullman)	April 75	34	11.9
Leopard St. Reserve	Nov. 74	37	10.2
Sand P-St. Deposit	July 78	23	9.8
Eng. Assoc.	Aug. 78	8	9.8
Mercury Money Market (S. G. Warburg)	Sept. 78	101	11.1
Rothschild Old Court St.	Feb. 79	42	6.11
Hambros Cap. Reserve	Feb. 79	171	5.21
Leopold Joseph St.	May 79	4	2.31
Morgan Grenfell Danareq	June 79	1	2.81

† Yield since launch.

investor in line with interest rates generally over a given period. The assets are in virtually all cases invested in readily marketable short dated sterling money market instruments like certificates of deposit and bank bills and sold before reaching maturity.

Although the market value of instruments will vary with fluctuations in interest rates, the downside potential of the value of these funds is very limited given the short term nature of the investments. In all cases the companies only seek income to pay their expenses and any distributions are, therefore, tiny. Returns are reinvested in the fund and are reflected in the price of units. On redeeming these, private investors are liable in respect of capital gains tax while companies are required to pay corporation tax at the reduced rate applicable to chargeable gains.

Most of the funds are quoted and those which do not yet have a quote have generally been advised to get one. This gives the investor an extra element of protection, though anyone choosing one of these funds should be aware of Section 478 of the Income and Corporation Taxes Act 1970. This could seek to tax the UK resident's capital gain as income if the Revenue decides that the person in question "had power to enjoy" income from the assets.

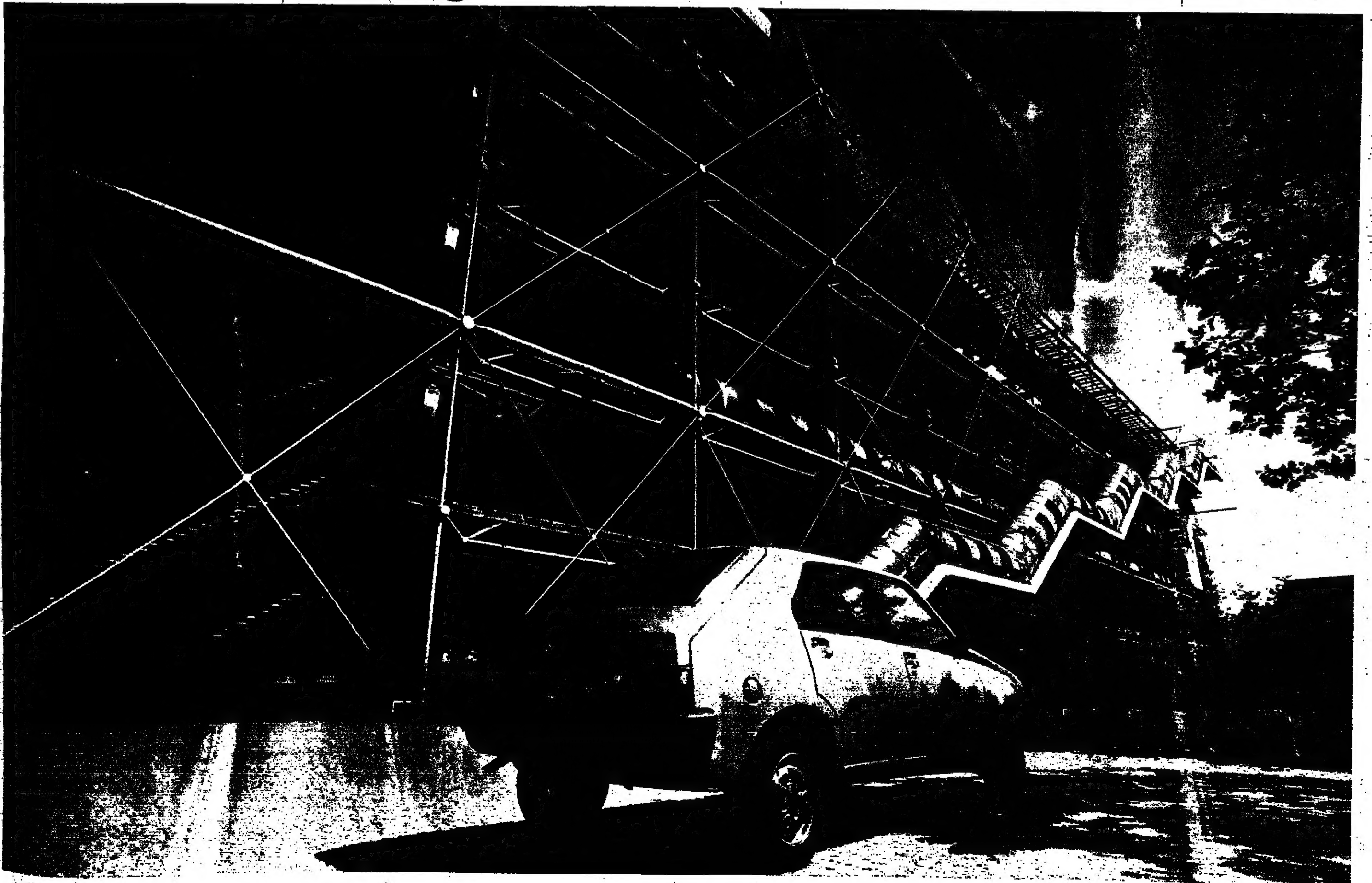
No clear guidance has been given on this issue and the section hangs like a slightly blunt sword of Damocles over all funds of this type. Well over half the money invested either belongs to companies or non-residents who will not be affected if the Revenue decides to get tough. In any case most observers feel that if anything was going to happen action would have been taken by now.

The bodyshell of the Renault 14 hanging in the Arts Centre Beaubourg, Paris. The finished piece is on view at your local Renault dealer.



The French think it's a work of art.
Even without sculpted seats, rear fog light, quartz clock, electro-magnetic centralised door locking, rev counter,

rear windscreen wiper, tinted windows, 1360c.c. engine, head restraints, electric front windows.



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Young Vintage Offer

Ref. of cases	Quantity	Year	Description	Case Price
YV1	100+	1975	Ch. de la Cour (Cote de Bourgueil) F.B.	30
YV2	100+	1975	Ch. de la Cour (Cote de Bourgueil) F.B.	33
YV3	50	1975	Ch. de la Cour (Cote de Bourgueil) F.B.	33
YV4	100	1975	Ch. de la Cour (Cote de Bourgueil) F.B.	34
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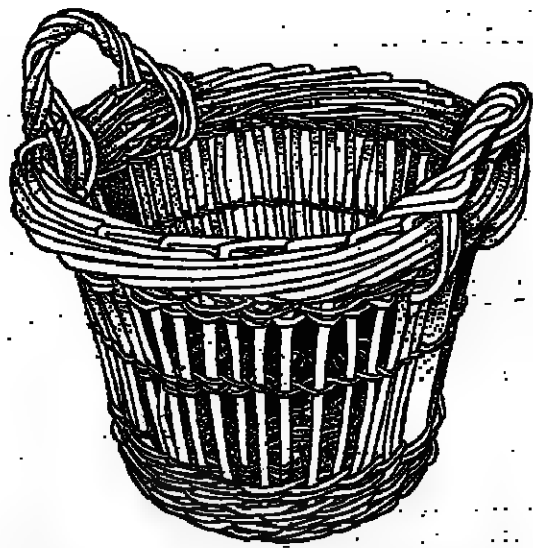
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Rather depressingly for our balance of payments, the buyers almost unanimously liked the output of the small specialist firms and about the only items in large-scale production that they liked were the Mini, whisky and, you've guessed it, those Shetlands.

The French like the best of the products that they call "tres raffines"—they love the food and the packing of the products of Crabtree and Evelyn, they are going mad over Designers Guild fabrics and wallpaper, they adore Laura Ashley and



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by Lucia van der Post

On the home track

THE CURRENT vogue for track suits strikes me as a mixed blessing. They are undoubtedly very functional and if jogging is your line, what else do you wear but a track suit? They are also comfortable, so they are a highly sensible idea for relaxing in around the home, but they don't seem to me to be ideal woman-about-town gear.

There's hardly a morning goes by without my encountering at my bus-stop some young girl clad



in a track suit, tottering on high-heels and clearly bound for the office. I have to say that if there is a less suitable piece of clothing for office life (unless it be a bikini) it would be hard to find.

However, for lounging around the house, track suits are superb. They have the advantage of being as comfortable as pyjamas without reeking so much of the boudeir. If you are looking for something totally relaxing to slip into at home, or even if you are thinking of taking up jogging, then this particular track suit by Saxon seems to me one of the most flattering I've seen.

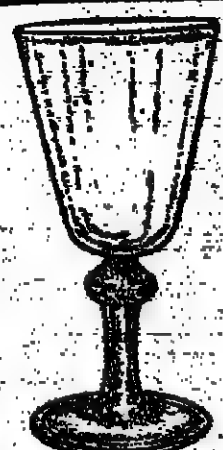
Made from a completely washable, almost crush-proof Tycel/nylon it comes in buttercup, rust or saxe-blue. It will be in large numbers of stores in mid-October, including Harvey Nichols and Selfridges of London, William and Cox of Torquay, Underwoods of Sevenoaks, J. R. Taylor of St. Anne's, Bonds of Norwich, Beatties of Weymouth and Scholfields of Sheffield and Leeds. There's only one size but one buyer told me gleefully that they fitted her and she was a size 16. The suit costs about £29.00.

Seconds count

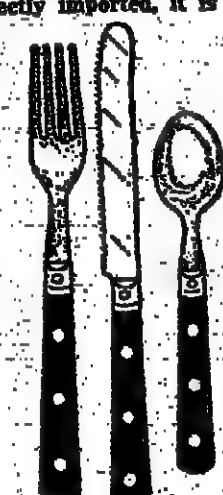
SINCE THE first Reject Shop in the Brompton Road opened some six years ago the idea, has like Topsy, just grown and grown. This week saw the opening of their seventh branch within the revamped Bourne and Hollingsworth in Oxford Street, London, W1.

Most people will by now be familiar with the Reject Shop format. Although originally it was started with a view to selling manufacturers' rejects cheaply, it quickly progressed beyond that. The owners, Anthony and Anna Hawser, saw that there were boundless ways of selling merchandise at keen prices. Nowadays so much of what they sell has been collected together in different ways that they have devised a colour-coding system which makes it absolutely clear to the customer what manner of item it is they are buying and why it is reduced in price.

If I were to pick out the best buys I think I would have to list the teakware from Thailand (burr, hurry, the forests are thinning out), the sofas (look out for the special sofa offer in a couple of weeks' time), the huge and pretty range of cash-pots and the lighting. If you want to see the most up-to-date collection of what they do, go to the new department at Bourne and Hollingsworth.



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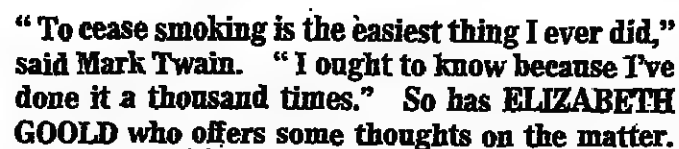


Mink jackets (illustrated) normally £1150. Now £695. Musquash jackets normally £595. Now £475. Blue fox jackets normally £1250. Now £795. Blackglama female coats normally £5500. Now £3250. Red fox jackets normally £1475. Now £950. Persian paw coats normally £750. Now £495.

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stands up a little above the detection, it gives them some another newcomer, Hunter, said to make an excellent ard entirely on its own. It finer leaves than most ry eases, grows more slowly, is pro-rooting, and retains its dark green colour. However, the first colour I saw at Mossburn Park came from a smooth-matted meadow grass named *Unimunum* Bluegrass. This was first in America and introduced to Britain eight years ago. It grows sun, but will grow in up to 85 per cent shade. In ideal conditions, it can be cut to 10 millimetres, but is better mowed to grow to 50 millimetres, and put on a rotary lawnmower. This is another grass which is said to be quite suitable for turfmaking on its own. It is some years since I first reported on the cultivation of moss on a thin layer of special compost spread over fine nylon netting. The roots quickly penetrate this and form a mat through that lengths of it can be rolled up like carpet. At that time, it was proposed to market this through garden centres and other retail outlets, but apparently ran into difficulties. However, the property of Mossmerit moss, *Funaria* based in Findon,

Bravura based in Finedon, Wellingborough.

are being used very extensively for sports fields. Often they are used in mixture, with a creeping bent grass to give a more closely-knit sward, but at least one seedsmen is offering a mixture of three rye grasses and nothing else, which he claims will do the job even better. The three rye grasses are named Manhattan, Sprinter, and Pelo. The two first were bred specifically as turf grasses and are dwarf and spreading. Pelo is an agricultural grass, which has proved to have outstanding horticultural qualities. It is taller than the other two, but can be mown to 20 millimetres.

It stands up a little above the others, it gives them some protection.

Another newcomer, Hunter, is said to make an excellent sward entirely on its own. It has finer leaves than most rye grasses, grows more slowly, is deep-rooting, and retains its colour in winter. However, the finest rye grass I saw at Motesburg came from a grasshopper-meadow from the neighbourhood of Bensun Bluegrass. This was bred in America and introduced to Britain eight years ago. It enjoys sun, but will grow in up to 65 per cent shade. In ideal conditions, it can be cut to 15 millimetres, but is better allowed to grow to 50 millimetres, if position is really shady. This is another grass which is said to be quite suitable for turfmaking on its own.

It is some years since I first reported on the cultivation of turf on a thin layer of special compost spread over fine nylon netting. The roots quickly penetrate this and form a mat so tough that lengths of it can be rolled up like carpet. At Motesburg it was proposed to market this through garden centres and other retail outlets, but this apparently ran into difficulties. However, it is now the property of Mommersteeg-Bravura based in Eindhoven.

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ARTS

Balanchine/Stravinsky

"Speaking for myself I can only say that Stravinsky's music is altogether satisfying. It makes me comfortable. When I listen to a score by him I am moved—I don't like the word inspired—to try and make visible not only the rhythm, melody and harmony, but even the timbres of the instruments. For if I could write music it seems to me this is how I would want it to sound." Thus Balanchine wrote about Stravinsky in 1947, and a quarter-century later he reaffirmed this intense sympathy in art during the New York City Ballet's Stravinsky Festival of 1972. From that celebration of Stravinsky as the best cause for dancing, there came the two great ballets, using the 1945 symphony and the violin concerto, that framed Thursday night's All-Stravinsky programme by City Ballet at Covent Garden. *Symphony in Three Movements* is a burst of choreographic energy that seems to radiate a tingling force. It uses a large cast, with three central couples, to explore its thrilling sense in dances by turn exuberant, mysterious—a secret, deliberate, *pas de deux* for Sara Leland and Bart Cook to the middle movement—and always at one with the music. At the end of *Four Temperaments*, the dancers start to soar away into unguessable regions. I think they land in *Symphony in Three Movements*: this is the terrain Balanchine was already marking out when *Temperaments* was made in 1946. And at the end of the symphony the men are crouched like sprinters at the start of a race. Balanchine has some new and glorious goals for them, and for us—may we see it soon.

Violin Concerto was given an ideal interpretation yet again, with Karin von Aroldingen and Bart Cook in the first aria; Key

Mazo and Peter Martins in the second. From all four dancing of the highest order. The contrast between the ritualistic power of von Aroldingen's movement and the lighter tone of Mazo's exquisite line, between Martins' serene muscular drive shown by *Cono* (who is a dancer of exceptional gifts of musicality and sharp-focus movement), give both duets an intense resonance. As with the symphony, as with every Balanchine/Stravinsky alliance, there is nothing gratuitous: what we see is the score made flesh, its textures, like its onward impetus, precisely mirrored through the total sympathy of dance with music. What could be happier or more exact than the ending of *Violin Concerto*'s first movement when Peter Martins is shadowed by a group of four men, his movements echoed and balanced by theirs as they dart, all rhythmic energy and alertness; in response to the music's pulse? What could be more opposite than, in the *Monumentum pro Gesualdo*, the way in which the musical orderliness, in the second of these three sixteenth century madrigals, "recomposed for instruments" formal outlines and interweavings of bodies that evoke the spirit of Renaissance ballet.

In *Monumentum* and its abstractly contrasted *Movements for Piano and Orchestra*, Suzanne Farrell was muse, with Sean Lavery and Jacques d'Amboise her partners. In Farrell's pristine interpretations we see an essence of Balanchinian dance: a style whose precision is both musical and muscular—though one cannot tell where music ends and muscle begins—and an inevitability that springs from the authority with which Balanchine has treated his scores and his dancers. For Balanchine's understanding of music is mani-

fest not just in his ballets, but in the way his artists are trained in their quickness of physical response, in their total avoidance of any interpretative capriciousness other than those which Balanchine has sanctioned because they are already there in the music and by showing them he can make the music more clear to us.

"Rubies" from *Jewels*, which completed the programme, looked especially good because played against a cyclorama (if NYCB persist in using the existing décor they must rename the ballet *Pas de*). It found Patricia McBride and Mikhail Baryshnikov, impossibly, better than at earlier showings this season. No more praise is needed for this fireworks display nor for its interpreters—save to say that for anyone wanting to see choreographic wit, Baryshnikov's solo seems like a collection of danced aphorisms of throw-away brilliance.

The sum effect of the evening was to prove Stravinsky's own dictum that "I do not see how one can be a choreographer unless, like Balanchine, one is a musician first." Watching Balanchine/Stravinsky we are shown the music, its pulse, rhythms, melodic contrivances, textures. In the resultant theatrical image there is nothing that strains the co-ordination between our ears and our eyes: what we see is what we hear. And throughout this NYCB visit we have been privileged to see the harmony of body, spirit and movement which has resulted from the procedure. The season ends tonight, and London will become darker. But so as not to end on a note of pessimism after so heartening and grand a season, let me note that wonderful NYCB will, next summer, be appearing in Copenhagen, Berlin and Paris.

CLEMENT CRISP

Herbs & spices

Botanical illustration is as old as Art itself, and sure to live as long, for there will be artists in any generation not merely drawn by the inherent and infinite beauty of the plant, but then tempted to test hand and eye against that perfection. It is a most exacting discipline, demanding endless patience and application, and deep understanding, altogether more than enough to persuade some very great artists indeed to devote their lives to its mastery; and so when a young artist takes it on we recognise the difficulties and hope for the best. What we do not expect, however, is an immediate demonstration of an instinctive command of its constraints and opportunities.

Liz Butler was commissioned to supply the illustrations to Sarah Garland's *Herb and Spice Book*, and the water-colour paintings that she produced are now to be seen at the Francis Kyle Gallery (until September 28). They are as straight-forward as the tradition requires, and easily beautiful enough to stand honourably within it, fine enough indeed to appeal to the most fastidious of specialist collectors.

And yet their necessary self-effacement, that puts them far above the work of any Victorian diarist, their direct and practical presentation, would seem to work somewhat against them, for the odd thing is that Miss Butler's much more romantic and picturesque landscape miniatures, that occupy the other half of the gallery, have evidently proved more immediately accessible and attractive to the general taste, though representing nothing like the discrimination, intelligence and discreet virtuosity of her flowers and grasses, which need just that degree more time and concentration, perhaps, to assert their true authority.

They are elegantly and effectively laid out on the page, and punctiliously recorded, the needs of design and formal com-



"Sheep", a landscape by Liz Butler

position respected quite as much as those of detail and information. Miss Butler, with her dandelions and rhubarb, cow parsley and briar rose, provides

a rare treat, in its quiet way a distinguished exhibition: she should be watched carefully in case she does so again.

WILLIAM PACKER

Tribute to Neruda

Yevushenko is coming to London on Friday September 28 to participate in a "Tribute to Pablo Neruda" on the poet's 75th birthday.

Yevushenko will be joined by Harold Pinter, Susan Fleetwood, Morag Hood, Gawn Grainger and Joe Melia in an evening of poetry and Latin

American music directed by Bill Bryden and Sebastian Graham Jones.

The occasion will mark the launching of the Chile Cultural Fund (patron: Claudio Arrau), to provide artists in Chile with financial assistance for their work in keeping alive the Chilean cultural tradition.



Lajos Miller and Helena Döse

Simon Boccanegra on tour

A year ago, Scottish Opera mounted a new production of Verdi's *Simon Boccanegra* which was greeted with some critical reserve. With entirely new principals, it has reappeared on tour, and can still be seen at the Liverpool Empire Theatre tonight. The opportunity is worth seizing: this is a finely tuned *Boccanegra*, sung to international standards, and enacted with winning simplicity.

As my guest remarked, the opera is uncommonly rich in tender reconciliations. In this version they set the tone of the piece: suggestion of revolutionary strife are at a premium, with the only real subterranean rumblings coming from the Mersey underground trains. In Peter Ebert's production the confrontations remain schematic (Peter Rice's toy-town sets have something to do with that; in particular, they turn the fraught midnight of the Prologue into a pretty charade—though the

Empire's recalcitrant lighting apparatus may have been at fault). Rather, rueful gravity is the keynote, with everyone moving in the shadow of things lost, and the dignified sweetness that marks Henry Lewis's account of the score is echoed in most of the singing.

Boccanegra himself is the Hungarian baritone Lajos Miller: striking musical intelligence, cultivated and even tone, powerful restraint—almost too much of that in the Prologue where his irreparable loss must be sharply felt, but his disillusioned authority later was impressive and moving. Pierre Thau is a model Fiesco, implacably etched without melodrama and aristocratically sung; his tall silhouette is deployed very cannily. Helena Döse is a melting Amelia who spins long, lyrical lines, trimming her natural ebullience to the limits of the essentially passive character.

She is especially lovely in the

duets, joining tenderly with both her father-figures. Her Adorno is the young American Jon Frederick West, cutting a tierrier-like figure not at all inappropriate to the role, which he delivers with stylish fervour (and a few surplus sobs). There is an efficient Pietro in Norman White; and Donald Maxwell, lighter of voice than the standard villainous Paolo, is so dramatically alert—as well as consistently musical—as to promise an interesting future. Mr. Lewis's command of the opera enabled him to sustain an elegant delicacy throughout, with beautiful cumulative effect and scrupulous care for his singers. From where I sat the dictation seemed excellent, certainly the Empire has its virtues as an opera house, whatever the second-teething pains that have gone with its recent return to that function. I shall remember this *Boccanegra* with pleasure and respect.

DAVID MURRAY

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8.55 am Mister Men. 9.10 Boss Call. 9.35 The Record Breakers. 10.00 Horseback. 10.30 Goro. 10.55 Weather. 11.55 Golf: The SOS Tullaghan Tournament Players' Championship. 12.50 pm, Grandstand: Football Focus (12.35); The Manx Rally (1.05) Sedan Products Open Rally Championship; Examiners (1.25, 2.55); The Friends' Provident Masters; Golf (1.25, 3.50); Racing from Newbury (2.50, 2.55, 3.20); Athletics (3.05, 3.35, 4.30) British Meat Games: Great Britain v Russia; 3.45 Half-time Football Scores; 4.40 Final Score.

5.15 Tom and Jerry. 5.30 Sports/Regional News. 5.35 Junior That's Life. 6.15 Dr. Who. 6.40 Larry Grayson's Generation Game. 7.35 Saturday Night. 8.30 Mike Yarwood in Persons. 9.00 Starsky and Hutch. 9.50 News. 10.00 Match of the Day. 11.00 Michael Parkinson meets Tommy Steele. All Regions except at the following times: Scotland—6.00-6.15 pm Scoreboard. 6.30-6.45 pm Scoreboard. 6.50-7.00 pm Scoreboard. 7.00-7.15 pm Scoreboard. 7.15-7.30 pm Scoreboard. 7.30-7.45 pm Scoreboard. 7.45-8.00 pm Scoreboard. 8.00-8.15 pm Scoreboard. 8.15-8.30 pm Scoreboard. 8.30-8.45 pm Scoreboard. 8.45-9.00 pm Scoreboard. 9.00-9.15 pm Scoreboard. 9.15-9.30 pm Scoreboard. 9.30-9.45 pm Scoreboard. 9.45-10.00 pm Scoreboard. 10.00-10.15 pm Scoreboard. 10.15-10.30 pm Scoreboard. 10.30-10.45 pm Scoreboard. 10.45-11.00 pm Scoreboard. 11.00-11.15 pm Scoreboard. 11.15-11.30 pm Scoreboard. 11.30-11.45 pm Scoreboard. 11.45-12.00 pm Scoreboard. 12.00-12.15 pm Scoreboard. 12.15-12.30 pm Scoreboard. 12.30-12.45 pm Scoreboard. 12.45-1.00 pm Scoreboard. 1.00-1.15 pm Scoreboard. 1.15-1.30 pm Scoreboard. 1.30-1.45 pm Scoreboard. 1.45-2.00 pm Scoreboard. 2.00-2.15 pm Scoreboard. 2.15-2.30 pm Scoreboard. 2.30-2.45 pm Scoreboard. 2.45-3.00 pm Scoreboard. 3.00-3.15 pm Scoreboard. 3.15-3.30 pm Scoreboard. 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FINANCIAL TIMES

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Saturday September 22 1979

Money on the move

A SENSATIONAL surge in the price of gold, an apparent defeat for the world's central banks in their defence of the dollar and almost daily news from America about increasing prime interest rates have certainly kept international investors on their toes this week. One thread appears to tie together all the confusing events in the investment markets. Foolish money seems to be seeking, with greater determination than ever, a safe haven against the instability of the dollar.

Of course there is nothing new about diversification by large investors, whether the central banks, multi-national companies or oil producers. But it does seem, as the Bank of England noted in its quarterly bulletin this week, that "uncertainty about the prospective placement of OPEC funds" is a major cause of the present instability.

Napping

With OPEC surpluses accumulating at a monthly rate of around \$400m, the volume of money shuffling around in the foreign exchange markets may be taking the abilities of central banks to impose a degree of stability through intervention. On Thursday, when the dollar suddenly fell from DM 1.80 to DM 1.78, the Bundesbank and Federal Reserve seem to have been caught napping by a number of large orders to sell dollars.

They tried to steady the rate by intervention but, in the short run at least, they failed. Whether the authorities will now attempt to re-establish the floor of DM 1.80 to the dollar which they had successfully maintained until this week remains to be seen.

The implications of the successful assault on the dollar this week spread to all other currencies. Any weakening in the Bundesbank's determination to resist an adjustment of the D-Mark against the dollar would greatly enhance the attractiveness of the D-Mark in relation to most other currencies. The Swiss Central Bank, which has closely followed the Bundesbank's policies in recent months, would be likely to move in line with the D-Mark, but other currencies would probably weaken as funds moved into Germany and Switzerland. In particular, the pressures on the European Monetary System look like intensifying unless the German and American authorities manage to reassert control over their exchange rate. But attempting to control the exchange rate will not be easy to reconcile with German monetary policy. Germany's reserves have been growing as much as DM 40n a week as a result of intervention to keep the D-Mark down.

Rising interest rates in the United States have as yet done

nothing to strengthen the dollar. The announcement of a record prime rate of 13½ per cent by Chemical Bank on Wednesday was followed almost immediately by predictions of a 13½ per cent prime rate by next month. Until investors are convinced that interest rates have peaked, they may prefer to seek capital gains in Deutsche Marks and gold, rather than income in dollars.

The 16 per cent surge in the price of gold in seven days, to a peak of \$380 on Thursday, was a cause, as well as a consequence, of the dollar's weakness. The recent bonanza in precious metals seems to have convinced some investors that they should increase the proportion of gold in their portfolios. Middle Eastern buyers have been particularly active in converting their dollar-denominated securities into gold bars. While gold has risen strongly against the Deutsche Mark and Swiss franc, as well as against the dollar, the rise would certainly have been much smaller if there had been no intervention to keep down their exchange rate.

Exaggerated

Obviously speculation on the futures markets has greatly exaggerated the movements in the price of gold and silver, but below the speculative froth there do appear to be good reasons for their popularity. The precious metals can be held by international investors in unlimited quantities. Their prices are determined by market forces, rather than by official intervention and, most importantly, they offer an opportunity to diversify out of dollars.

If a conviction developed that the German and Swiss authorities would permit their currencies to be adjusted against the dollar, much speculative money would probably flow out of the precious metals and back into the foreign exchange markets. Indeed the biggest surge in gold and the heaviest upward pressure on the Deutsche Mark has come soon after the devaluation of the Swiss franc, the international speculator's favourite investment.

If diversification is one of the most important factors behind the pressures on the world's financial markets at the moment, short term movements in currencies and precious metal prices may fail to reflect fundamental economic changes. Thus a good economic case can be made that the dollar may soon start to strengthen, as the U.S. moves into a recession, and its trade deficit contracts. The gold price on the other hand, in all logic, would appear to be due for a correction as interest rates approach a peak and the world's bond and equity markets begin to look more attractive. But, in the current atmosphere of uncertainty, it would take a brave man to call the turn.

In recent years, records companies, once sleek from the profits earned from serving the tastes of youth, have been uttering shrill cries as growth in their market faltered, then stagnated. In the UK in past weeks, the situation has been dramatised by problems at EMI and Decca.

The industry agrees about the cause of many of its troubles. Piracy is its scourge, and the worst form of it is practised in the privacy of the Englishman's home. There, drawbridge up, the otherwise law-abiding citizen may spend profitable hours beating the system till it hurts. And it does hurt: record companies in the UK now reckon to lose anything between £120m and £200m a year in sales from piracy.

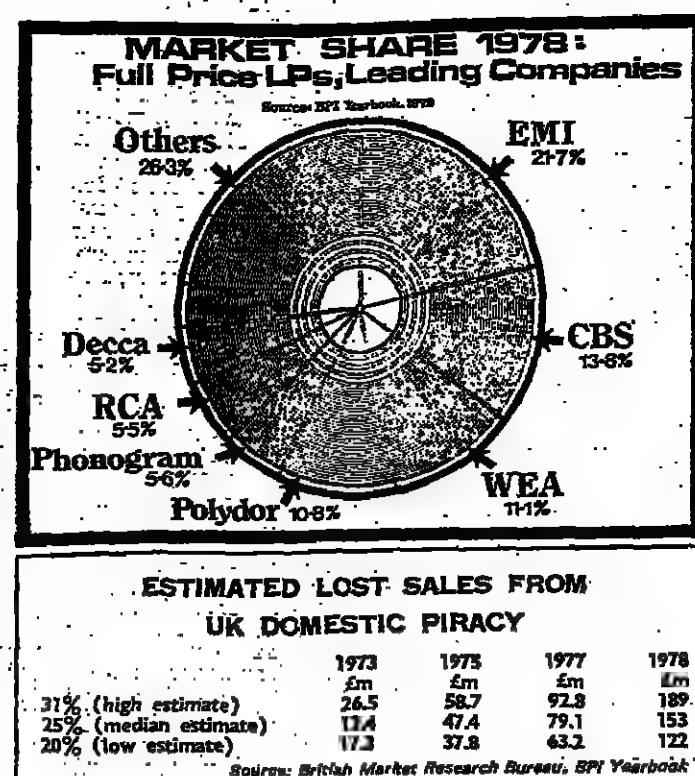
The tool of the modern pirate's trade is the combined tape deck/record turntable (home entertainment centre). With it, he can record on to 90 tape cassettes records borrowed from friends or libraries, both for himself and others. He is his own recording studio and the industry loathes him.

The British Phonograph Industry, the industry's trade grouping, has been so concerned by domestic piracy — or "home taping" as it calls it — that it devotes four pages of its current yearbook, to gloomy graphs and figures on the subject. Using two different research bodies, it has produced figures of the possible losses over the past six years, using high, medium and low estimates (see table). Some in the record business believe that even the high figure is too low.

Blank tape challenge

The scale of the loss is made clear when it is set against the total size of the recorded music market in the UK: it is reckoned to be between £300m and £400m annually. That means that the record companies may only be taking two thirds of their available market, because of domestic piracy. Consumer rebellion is clearly no joke: sales of blank tape in the UK leapt up from just over £4m in 1973 to around £20m in 1978, and it shows no sign of being quelled. Indeed, as tape equipment becomes more popular, so does piracy: figures from Japan suggest there are some 23m domestic pirates, the average pirate holding 35 home recording sessions.

Even worse, as the Japanese Society for the Rights of Authors and Composers discovered, many of the pirates they polled barefacedly confessed that their interest in music increased the more they taped existing recordings. Piracy thus combines fun and profit, a combination the record companies had once known themselves, and they realise that their consumers (or ex-consumers) can only be prised from it with difficulty.



They are, nevertheless, trying to do so. BPI has three possible weapons up its sleeve, all of which it wants to use.

It wants to have a levy imposed on the sale of taping equipment and of blank tape itself; the proceeds of the levy would then be shared between record producers, performers, music publishers and anyone else who could prove he deserved a piece of it. This has some chance of success: the Whitford Committee, reporting in 1977, (Law on Copyright and Design, Cmnd 8732) recommended such a levy, and the industry believes the Government may be sympathetic.

It wants to review the amateur recording licence, and put up the fee, payable to BPI and now standing at a nominal £1.50. Some 8,000 to 10,000 of these are issued each year, and possession of one means your piracy is legalised.

It is conducting research into recording into each disc a "spoiler" layer which would be picked up by, and ruin, a tape but be inaudible to the human ear.

No-one is particularly sanguine about the effects of any of these, or even of all of them acting in concert. A levy which acted as a real disincentive on domestic piracy would have to be enormous, and is clearly impracticable. The best which may be hoped for is some compensation for sales assumed to be lost, though the carving up of the levy in a mutually satisfactory way would be a very difficult exercise in diplomacy. The amateur recording licence is already widely ignored; an increase in its cost might kill it entirely.

The spoiler route, apparently the most promising, is the industry's alchemist's stone. Attempts to discover it have been in train at least since the Beatles formed the Apple Com-

pany in the late 1960s, and found that piracy was taking a large bite. Ten years down the line, nothing has been achieved. "What someone stripes on, someone else can take off," says Mr. Peter Minton, of Buckmaster and Moore, Stockbrokers, one of the industry's closest observers. "It will never be done."

Domestic piracy, while probably the most important, is not the only form facing the companies. The more familiar type is the selling of pirate records, which is said to be gaining popularity as more and more respectable shops are lured by the high profit margins offered by the pirates.

Pirate records are simply a recording, usually of a live concert, made secretly: the pirate makes his master disc from the tape, and strikes off as many records as he thinks the market will bear.

Recently, a variant of this has arisen: a pirate will strike a master from an existing record, then strike his records from that, often selling the results in a sleeve closely modelled on the original, though at around half price. This practice has particularly bedevilled companies like K-Tel, which have had some success in issuing "golden oldies".

Estimates of the market share taken by this sort of piracy vary enormously: from between 1 to 2 per cent to 15 per cent. Record companies are worried enough about it, says M. Minton, to spend around £30m worldwide on catching the pirates. But, like their domestic counterparts, they are on to much too good a thing to be easily deterred.

The companies and patent organisations are having some success in persuading governments, typically in the Middle East and Far East, where piracy is at its height to crack down. Mr. Terry Werlock, a former man-

aging director of EMI's tape division and now president of the U.S. company Intermagnetics, says that as consumer markets in these states grow, piracy becomes more and more unpopular. Others, less optimistic, point to the ease with which regulations can be flouted in the UK, Canada and the U.S. itself.

The third kind of piracy with which the companies must deal with emanates from their own stars. For the past 20 years, recording artists and the musical Press have claimed that the millionaire pop star is a rare figure; much more common is the 35-year-old former idol who finds his mansion and Rolls-Royce seized by his creditors, or perhaps they were never his. Now, say the companies, the stars have become wiser, and it is the industry which is bleeding. Pop star piracy means claiming a bigger slice than the companies can afford, and it is said to be a growing trend.

Mr. Richard Robinson, deputy managing director of WEA (UK), a subsidiary of Warner Communications of the U.S., believes that star-power is closely related to the harsh competition between the record companies in a stagnant market. "The four majors—EMI, Philips, Polydor, CBS and WEA—are all terrified that their big artists will sign with the competition: so they keep on putting up the fee to keep them. There are cases of the artist getting up to 10 per cent of the retail price of a record: there's no way a company makes a profit there."

Finally, as though this were not enough, the record companies say that he stars are not what they were: they are simply not producing the craze they used to. "Discs are finished," said Mr. William Tawesley, managing director of Decca's records very much.

These elements, coupled with a plateau in general "leisure spending" worldwide, are responsible for the industry's dissatisfaction.

UK companies, EMI and Decca, have been particularly bruised though for different reasons.

In Decca's case, many of its pop glories are old (the early Rolling Stones, for example), while classical music, accounting for around 12 per cent of the record market, makes up 30 per cent of their catalogue (universally acknowledged to be superb). Its share of the half-price LP market, where the profits are made, has slipped from 7 per cent in 1976 to just over 5 per cent last year. Decca as a whole showed a 24m net loss over the past year; the record company, according to Mr. Townsley, "showed a slight loss—it might take a little time to pull back into profit."

Mr. Roy Mathews, EMI director of manufacturing, has seen Japanese research at first hand, and is impressed; however, he does not want to commit himself to a system before a widely-accepted standard emerges. Says Mr. Terry Werlock of Intermagnetics: "The market for digital systems will be a long time coming. We can't forget that engineers and businessmen don't lead the trends, the public do."

Coming rather faster, it seems, are video cassettes and video discs. EMI, like other majors, has interests in both (indeed, it was access to EMI's enormous music catalogue for use by the U.S. company's videotape division which lay behind much of Paramount's interest in the company). EMI sees it as "a related, but distinct, market."

Climbing the technology ladder may leave some of the pirates behind for a time: Both domestic and conventional piracy will find it more expensive, and possibly digitalisation will fox their nefarious practices entirely. But few in the industry believe it will solve the problem in the longer term. High quality recording equipment means that piracy is a fact of life, and the record companies must live with, or die from, its effects.

It remains unquestionably a world force, and it now appears at least possible that the company will not divest itself of the



Paul McCartney's group Wings: star quality demands a large cut of the action

Problems of size

EMI, probably still the largest selling record company in the UK (though CBS is now challenging), suffers in part from the problems of size. The company which gave the world the Beatles has not fully adjusted to the shift of recording talent from the UK to the U.S. It is trying, however: it has Capitol in the U.S., and last year concluded a manufacturing and sales agreement with United Artists. Its single, "The Knack," has been top of the U.S. charts for some weeks. The European market remains flat, and in Japan, where EMI has a joint company with Toshiba, competition is fierce.

It remains unquestionably a world force, and it now appears at least possible that the company will not divest itself of the

Letters to the Editor

Tax and sex

From Mr. Peter Kirwan

Sir,—May I draw your attention to a persistent and irritating anomaly which, though well known, appears to be continually ignored. Several years after the passing of the Sex Discrimination Act and at this stage in the 20th Century the Inland Revenue persists with an irritating piece of Victorianism. In a day when a very large percentage of married couples each have their own career, each earning an independent income and each entitled to the degree of confidentiality on that private income which they would expect from their employer, their banker etc, the Inland Revenue insists that taxation on the wife's income is the responsibility of the husband. In pursuance of this myopic view they insist on addressing all correspondence and all tax assessments to the husbands who, and again this is anachronistic, retains the legal liability for the payment of those assessments.

This approach is absolute, to the extent that where correspondence is received from a wife on her earnings and when the wife sends cheques in payments of assessments, correspondence and receipts are still addressed to the husband.

Not only is this anachronistic but it causes an enormous amount of irritation to adult, independent and earning women who do not need to be active feminists to be offended by this particular Government Department treating them as non-persons.

Peter Kirwan
104 Ledbury Road, W.11.

The third airport

From Mr. A. L. Beard.

Sir,—Whilst the debate about a suitable site for a third London Airport drags on, for one, cannot help wondering whether there is any need for one, in any case.

Many of the people travelling out of Heathrow and Gatwick have travelled there from the

Midlands and the North, adding to the congestion on our arterial routes in the process.

Surely, it must be better to develop an existing airport such as East Midlands, well served as it is by road and rail and — most important of all — actually in the conurbation already. If this airport offered a service approaching that provided at Gatwick, those who live in my part of the country would be very quick to use it because at present a one-hour flight to a Continental destination necessitates a four-hour journey to London.

Certainly, it would seem well worth while conducting an experiment by increasing the range of flights from East Midlands for a year or two, just to see what pressure it took off the London airports. No doubt, in the early stages the flights might be loss-making but the losses incurred would be infinitesimal compared with the cost of constructing a new airport and the same probably goes for the environmental problems as well.

A. L. Beard
Woodfield, Sparken Hill,
Workshop, Notts.

Business efficiency

From Mr. D. C. Badger.

Sir,—Mr. Ayres in his letter in today's issue claims that the small business is efficient. From recent experience I cannot support his view.

In February I ordered a garden summerhouse from a small well-established company in the West Country. One important item was missing on delivery. In spite of several reminders I am still waiting for completion six months later.

In May I ordered a piece of pre-fabricated furniture from a well-known small company in Lancashire. One item was missing from the delivery. I notified the carrier and the company as instructed, and am still waiting for completion of the order, four months later.

In June I bought a typewriter from a small business equipment company in Sussex. The sales literature was misleading to that it failed to mention VAT

exclusive. I paid the bill in full, but with a protest to the manager. I did not receive even the courtesy of an acknowledgement of my complaint.

From experience I prefer the big battalions. D. C. Badger
Elliot's Lane,
Mortimer West End,
Reading.

To whose benefit?

From Mrs. P. D. Edwards.

Sir,—Should one laugh or cry at the views expressed by the British Institute of Management and reported in your issue of September 19 under the heading "Company Car Proposals Could 10,000 Jobs?"

Carrying the argument to its logical conclusion, just imagine how much better off the motor industry would be if all employees (and why not pensioners?) received a "perk" car? How much better off would be the garages and insurance companies carrying out repairs for customers who are heedless of their cost and fear less of the loss of their no-claims bonus, not to mention the Government itself which could increase car taxes at will? Shanzila indeed! Motorists would be happy to use their cars as steam rollers finishing off the spring and autumn road-surfacing process knowing that if tyres and windcreens cost £100 apiece it does not affect them.

Seriously though, how do employees who receive a car as a perk think the rest of the population manage to buy and run a car, especially since they are required to pay more indirect taxation to fund income tax cuts, the lion's share of which have gone to the higher paid? The proliferation of perk cars over the years has led to a situation where the motorist who buys and maintains his own car is horrified at the prospect of taking his car to a garage for repair because, if we are to believe the figures bandied about in the media, 70 per cent of the customers couldn't care less how much it costs, and the tax paid by company car owners in consideration of their perk is

derisory. If they think otherwise, it is because they have been protected from the true cost of motoring for too long.

If the Government believes in its market force policies, then it should believe that it is unnecessary except on humanitarian grounds to protect any section of the population from the effect of them. After all, the swinging cuts in public expenditure will lead inevitably to higher unemployment but we all hope (and pray) that the long-term effects will be beneficial.

P. D. Edwards.
4 Coppins Lane, Borden,
Sittingbourne, Kent.

Biblical perk

From Mr. Peter G. Hill

Sir,—Even the psalmist foresaw this problem!

Psalm 4, verse 2:
"O ye sons of men, how long will ye blaspheme mine honour: and have such pleasure in vanity and seek after leasing?"

Peter G. Hill
Asher Cottage, Fawley,
Henley-on-Thames.

Looming cataclysm

From Mr. Winston A. Cooper

Sir,—Your front page item: "Big Shortfall in Britain's Energy Supplies Predicted," and the related Editorial comment "The Looming Energy Gap" (September 18) make extremely instructive reading for the thoughtful individual.

If "energy rich" Britain (coal, oil, gas and nuclear resource reserves) can expect to be short of its "energy" requirements by between 15 and 20 per cent of estimated demand by the year 2000, then what of the rest of Europe? Readers in West Germany, France, Italy, Austria, Belgium, Denmark, Japan and most of all the United States should be extremely concerned by the implications of such a predic-

tion. Energy is a much abused noun and is thought of in oversimplified ways. As I have written in this column earlier

this year "energy" does not only drive our cars; it also provides our food, produces our clothing and makes housing habitable during the winter months of the temperate regions. So our need of "energy" is total to our survival.

And if "energy rich" Britain will be importing 15 to 20 per cent of her energy needs by AD 2000, from where will these imports come? For, by the year 2000, many of the major "energy" exporters of the "developed" world will be experiencing declining production levels, while the demands of the energy importers will be increasing.

Without a realistic resolution, this is obviously an intractable international problem which threatens to engulf industrial societies in an overwhelming cataclysm. After all, every individual nation cannot concurrently be a net energy importer for an indefinite period. This is a looming cataclysm which few seem to have noticed: Am I still in a minute minority? Winston A. Cooper.
Rammore, Raleigh Drive,
Claygate, Esher, Surrey.

Slow delivery

From F. H. Smith

Sir,—I wonder if others, like myself, who are failing to get the HMSO Daily List to which they subscribe feel that the publishers should be renamed Her Majesty's Stationery Office? F. H. Smith,
Librarian,
British Transport Staff College,
Hook Heath Road,
Woking, Surrey.

Not by bread alone

From Mr. R. Head

Sir,—Mr. J. D. Sutherland (September 20) bemoans the arrogance of the protectionist when he complains of "unnecessary" goods flooding into Britain.

Unless those goods lie unsold on the shopkeepers' shelves then they must be necessary to the customers who buy them. They also provide highly neces-

sary competition for our own overmanned, over-priced industries.

It is common for bureaucrats to define which goods are "necessary" to the people and which are not. Yet in times of war and devastation it is lipsticks, nylon, cigarettes and chocolate that become the local currency—not bread or overcoats. Robert Head.
16, Wimsaham Grove, SW11.

Tourists' theatre

From the General Secretary, Equity

Sir,—I am astonished that in your special supplement today on British Tourism (September 12) you omit any other than passing reference to the theatre as a source of tourist revenue.

In 1977 more than 4m tourists out of a total of more than 18m visited British theatres, and spent 15 per cent of their total daily expenditure on theatre tickets. Surely, given the recent scandalous increase in VAT on theatre tickets which threatens the very life of the live theatre, the value of theatre to tourism merits some examination in your pages? Peter Plowrie,
8, Harley Street, W1.

Venture capital

From Mr. P. G. Parry

Sir,—May I offer a couple of practical suggestions concerning difficulties in finding venture capital? (Mr. Ayres letter (September 18).

Entrepreneurs should try: 1—Writing to local firms of solicitors and accountants with brief particulars of their scheme, asking if they have any clients who might be interested in investing.

2—Place a small advertisement in the "Business Opportunities" column of their local newspaper inviting backers. One or other of these may produce results.

Patrick Parry,
7 Green Lane, Stoke Albany,
Market Harborough,
Leicestershire.

September 3rd 1963 should have been the happiest day in Bob and Helen's life. But it turned into a round-the-clock vigil of 16 years.

They named her Mary when she was born she weighed 4½lb and 5oz. Her parents, Bob and Helen, knew something was wrong but didn't quite know what lay ahead.

Mary was physically and mentally handicapped. After the initial shock, Bob and Helen pledged that they would sacrifice everything and devote the rest of their lives in helping Mary to face the world.

So Mary grew up at home. Day in and day out, year after year, the parents took turns to be with her. While Bob was at work, Helen did the housework.

For sixteen long years without rest, without a single holiday.

Until this spring when they were able to leave Mary for two weeks in Dr Barnardo's temporary relief home.

Bob and Helen were able to take a holiday they richly deserved and recover from extreme stress built over sixteen years of constant attention. And Mary had a healthy change of environment in a home as attractive as her own.

At Dr Barnardo's, we now run temporary relief homes that are, in fact, holiday homes for unfortunate children like Mary. These homes also provide parents like Bob and Helen the opportunity to take a vacation without worry. Because treated helpers

provide all the care and attention that handicapped children need.

Our help has no limits, but our money does. Skilled help like Mary needed costs a lot and every £ you give goes towards aiding those less fortunate than you.

Want to see what you can do today? For only 42p, we can buy a set of picture books. For £100, we can fund five temporary relief children for eight weeks. And it helps even more if you consent to pay regularly. That way we can claim back tax, so every 42p you give is worth £150. No penny is wasted, because we know it is your money we are using. And all our helpers feel exactly the same way.

Please send what you can now to our temporary relief homes, day care centres, residential homes and schools. Your caring will reach out all the way to many unfortunate families and children like Bob, Helen and Mary.

We at Dr Barnardo's, and the 9,000 children for whom we care, thank you for your help.

We don't reveal true identities so as to spare embarrassing publicity.

Dr Barnardo's
Dr Barnardo's, Tamworth Lane,
Hford, Essex RG61 1QQ.

I enclose a donation of £2 £10 £25 £100

☐ Please send me details of opportunities so that I can increase the value of my giving.

Name _____

Address _____

To: Nicholas Lowe, Appeals Director, Room B57,
Dr Barnardo's, Tamworth Lane, Hford, Essex RG61 1QQ.

Athens: city without a face

MOST foreigners warm to Athens, but the Greeks are beginning to class their capital as a disaster area. This year the Government has finally presented a programme to tackle what Mr. Dimitris Beis, the Mayor of Athens, calls "a city without a face," a place which has "lost its life and personality" and one where "worry, alienation and isolation" are the lot of its citizens. He also attacks its "unacceptable" transport facilities, its polluted atmosphere, and the virtual absence of modern sewage systems, parks and facilities for children and the old.

The Press takes a similar tone. It writes of the "catastrophe" of the city and its "melancholy post-war history." "One must be blind and paralysed not to see and feel the impasse Athens has reached," wrote Mr. Giannis Marinou, editor of the influential economic weekly, *Oikonomikos Tachidromos*. "No more can it work as a city. Its inhabitants can no longer breathe, circulate on foot or by wheel, or find rest from the onslaught of noise."

Even Mr. Constantine Karamanlis, the Prime Minister, is reported as saying that half the city needs to be pulled down to set it right. And he has warned that if its rapid growth is not checked within a few years it will become uninhabitable.

The development of modern Athens has been remarkable. During the four centuries of Ottoman occupation there was little evidence of the golden age of Pericles which the Greeks now trumpet abroad. Indeed, in 1810 what Milton had called "the eye of Greece" was a muddy, provincial village which did not even boast a taverna, or so a friend of Lord Byron complained. It was not the original choice as capital for the new Greek state; that honour fell first to Nafplion and then to Argina. But in 1834 it gained its present role.

A palace was built for its Bavarian monarch and—later—some streets were provided. From 31,000 in 1838, the population reached 453,000 by 1920. Largely as a result of the massive inflow of refugees from Asia Minor it then doubled in the next decade. In 1961 the greater Athens area had nearly 2m inhabitants. Now the figure is over 3m.

Traffic jams

Few countries in the world can boast that they have over one-third of their population in one city—and few would want to do so. The Greek "walking with supreme indifference among the glorious ruins of antiquity"—as Gibbon described him—has been replaced by the harassed householder of today, battling with bus queues and traffic jams as he tries to make his way home or to the second job he is likely to hold.

Conditions are worsening, according to the introduction to the 1978-82 Five-Year Plan, and "nature and the historical and cultural environment are being destroyed or seriously degraded, and in general the productivity of economic activity is being negatively affected."

Those who visit Athens today can, if they look, still find the odd tree-lined square, a quiet cafe or a traditional *tsipouro*. But the Plaka area under the Acropolis has become a tower of Babel with loud speakers blaring out songs in many languages and the charming pre-war town houses are crumbling before the concrete apartment block. "Athens by day is jungle and desert. . . . The outsider is confounded by blinding clarity and mouthfuls of cement powder, by downpours that can turn streets into river beds in a few minutes and by the din of building, wrecking, traffic and human beings," writes Mr. Kevin Andrews in his incisive book on the city.

The tourist coaches fill with fumes the streets originally made for horse-drawn carriages. The trebling of the number of private cars in the past decade has created a nightmare of congestion. A recent survey showed that Athens has become the noisiest city in Europe, with the decibel level believed to be responsible for increasing psychological and nervous disorders.

Pollution, from vehicles and industry, is appalling. The Parthenon and the Caryatids, the famous maidens of Athens, have suffered more damage in the past 25 years than in the previous 25 centuries. Most of the sea around Athens and Piraeus is classed as a health hazard by doctors' associations. Two-thirds of the city's sewage goes untreated into the Saronic Gulf, mixing with the refuse of the shipyards, all refineries, steel mills and factories which line the coast. Marine life has been driven out to sea. "No swimming" signs proliferate. And the city lacks "lungs"—a mere 2 per cent of its area is green, compared with around five times this figure in many European capitals. Finally, the recent decree that night clubs and cafes should shut at 2 am has prevented Athenians from enjoying the one time when the city is quiet.

Yet such is the hold that Athens has over Greek life that its population still continues to grow, rents to soar and property prices now match those in London. In 1960, 56 per cent of the city's population had been born elsewhere and in 1971 the census showed that 10 per cent of its population had moved to the capital in the previous six years. It accounts for nearly half of industrial employment in Greece, attracts 50 per cent of Greek private investment, deals with 60 per cent of the country's foreign trade and houses 70 per cent of the nation's doctors. It pays most of the taxes, dominates cultural life and is

where all official decisions are made. To complicate matters further is the way that the financial, political, administrative, social and commercial centres have all concentrated in the same small area of Athens—that stretching from Omonia Square (whose palm trees were felled in the 1930s for giving too African a touch) to Constitution Square (whose palm trees survive).

Furthermore, with the modern capital often built on top of ancient or 19th century Athens, attempts to solve such problems as those of transit, run into permanent difficulties with the archaeologists and preservationists.

Since the war various attempts have been made to prevent the city from expanding. In the 1950s preferential investment terms were made available in the provinces. Later 11 industrial zones were set up under ERTA, the Greek Bank for Industrial Development. Then in 1976 special incentives were granted in border areas and early this year a ban was imposed on most forms of further industrial investment in the Athens area.

New initiative

Few of these measures had much success, but since the spring the present Government has launched a more comprehensive programme. *Oikonomikos Tachidromos* has described it as the most systematic programme so far and the one basically most fitting the needs of the country.

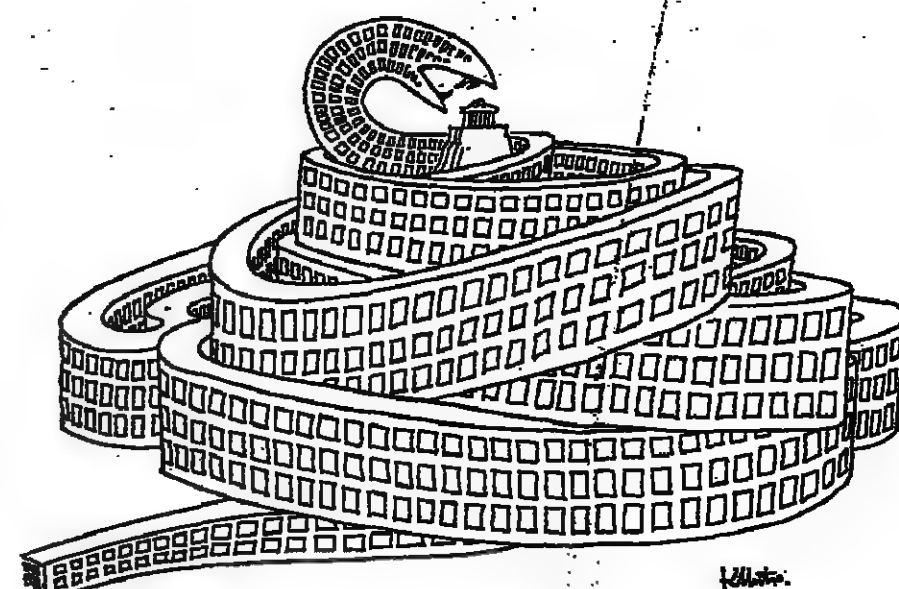
The main difference between the present Government's efforts is that for the first time the need to improve living conditions in the provinces is recognised. If present population trends were to continue, by the year 2000 Athens would house 6.5m of the country's 11m people and Salonika—which, writ small, has many of the problems of Athens—1.1m.

But now nine provincial towns have been chosen as the focal points of the new decentralisation effort. These are Volos and Larissa in central Greece; Patras and Aigion in the Peloponnese; Heraklion on Crete; Ioannina in Epirus; and Kavala, Kozani and Ptolemais in Northern Greece.

The Government is setting out with some noble aims—to create a more human urban environment, to improve housing, health facilities and schooling, and to develop cultural centres drawing much of their inspiration from local culture. It also intends to decentralise its own administration, to transfer more powers to the provincial prefects and to help local communities to build up their agricultural-based industries.

The role of Athens, it is said, will become restricted to that of the policy-forming and co-ordinating headquarters. "The carrot for the provinces is accompanied by a stick for the cities. Special additional taxes are to be levied on the residents of Athens and Salonika. Mr. Stefanos Manos, the under-secretary of Public Works who has been given responsibility for formulation of many of the new plans, says that these taxes may include a tax on real estate, increased taxes for non-residents who wish to establish themselves in the city, local sales taxes and more costly permits for shops, restaurants and recreation facilities. However, he insists on the need for such changes, saying his motto is: "Bring the wild birds back to Athens."

There has already been a problem in the Government about how the intended Ministry for Regional Development, Housing and Environment would share responsibilities with the presently all-powerful Ministry of Co-ordination. But a more serious issue is how the central authorities will work with the local authorities. The Mayor of Athens rejects a recent comment that mayors in Greece have as much power as municipal gardeners in Western Europe. But their rights to appoint the personnel they choose and to raise revenue are



A Greek view of the monster its capital city has become

as a development area by the EEC, the country can expect help from the Community. The EEC Commission has described its income distribution as similar to that of Italy but argues that its disparities would be harder to tackle. It estimated that about \$120m would be required annually from the Community's regional development funds. The fate of previous attempts to spread regional development shows the problems facing the authorities—as does the fact that the present plan for Athens is the seventh one to be prepared recently. The cynics comment that the only plan ever carried out was that of the Bavarian King Otto in the 1830s.

There has already been a problem in the Government about how the intended Ministry for Regional Development, Housing and Environment would share responsibilities with the presently all-powerful Ministry of Co-ordination. But a more serious issue is how the central authorities will work with the local authorities. The Mayor of Athens rejects a recent comment that mayors in Greece have as much power as municipal gardeners in Western Europe. But their rights to appoint the personnel they choose and to raise revenue are

extremely circumscribed. They can charge for specific services but not impose taxes in the way common in other countries. Mr. Beis, who was elected on an anti-government vote, has proved considerably more decisive than his predecessors. One of his first acts was to demand a 10m drachma loan from the Government; he received half that. Flowers have begun to appear on the streets, some trees have been planted and a few pedestrian precincts created—to the fury of motorists.

Objections

However, he is critical of what the Government is doing. In part his objections are about the lack of prior consultation and co-operation with the municipalities. He sees the regional centres of development as "a bureaucratic, technocratic solution," claims that no national regional development programme exists and that the Government is lacking courage in handling decentralisation of decision making. While welcoming the long-mooted and overdue underground, he argues that the new airport is not necessary and criticises plans to build new ports at Lavrion and Pahl. In particular he calls for the immediate freezing of permits to build on undeveloped

land so that these can be used for parks, children's playgrounds and green areas.

The recent World Bank annual report identified the growth of massive urban concentrations as one of the main problems of the future. Its report focused on the Third World but what is happening in Athens shows that the problem is also close at hand in Greece. The country is now paying the price of decades of neglect of the provinces. Optimists believe that accession to the EEC in 1981 will give a boost to the Greek farmer and halt the trends of the past 150 years. But without a major policy change and the willingness to divest itself of many of its powers, the central Government is likely only to find its troubles worsening.

"In their market place the Athenians have, among objects not generally known, an altar to Mercy, of all divinities the most helpful to man during his life and in the changes and reversals that befall him, to whom the Athenians alone among the Greeks give honour," wrote Pausanias. Today more than mercy is required if Athens is not to wither—and like the ancient city bequeath as the "sunset to the skies, the splendour of its prime."

Weekend Brief

The edging out at Wilkinson

Denys Randolph, whose tenure as chairman of Wilkinson Match came to an abrupt and acrimonious end two days ago, admits that he is not an easy man to deal with.

"I'm an awkward so-and-so," he said, drawing breath after his sudden ejection by the rest of the board. "I've obviously been stirring it too much."

His successor as chairman, Sir Richard Powell, would certainly agree. He puts the boardroom clash down to personality differences rather than the more basic management and policy questions referred to by Randolph, who at 53 is Powell's junior by 17 years.

The Randolph family has been associated with the company ever since Denys Randolph's grandfather took control of Wilkinson Sword back in 1914.

With its extensive interests in razors, gardening tools, matches, safety equipment, and writing instruments, the company has developed far beyond the family company it used to be. This, in Sir Richard's view, may illuminate some of the problems leading up to this week's row-out. "This company grew out of quite a small proprietary business," he says.

"I don't think the adaptation to a large international business was at all an easy one. The worlds are not the same." Wilkinson now makes only around a quarter of its profits in the UK and is actually losing money on the razor side, one of the chief elements in its quality-oriented public image.

The problems of the company, in which Allegheny Ludlum Industries of Pittsburgh has a stake of just over 44 per cent, have certainly been well publicised. It is based on two fronts, blades and pens, by Gillette, the U.S. group which dominates the world razor scene, while cheap pens and disposable razors turned out by Bic of France have also sent chill winds through some of Wilkinson's key markets.

Although profits of Wilkinson showed a 33 per cent jump in its financial year to March 31 to £5.9m, the first six months of the current period are proving rather more tough and some analysts expect a slight earnings dip for the full 12 months.

Whether this was enough to justify the Cassandra-like warnings of Randolph is a matter for debate. In his statement after his exit from the chairmanship—he is still on the board—he told Wilkinson's financial performance was deteriorating. He complained that his warnings about the worsening situation had been ignored and his suggestions for improvement unheeded. Amplifying this later, he commented that "I have believed for some time that there is a basic weakness in management."

It was this that he hoped to cure by appointing another executive to the board, and this was the issue that

The war of words that rings around the Wilkinson Match boardroom.... Mr. Niehous supports the BBC.... and the growing thirst for white wine



Denys Randolph: "I'm an awkward so-and-so"

Finally broke the patience of his fellow directors who voted him out of the chair. He had previously refused a five-year consultancy offer, worth some £210,000 with pension rights, made in the hope of inducing him to leave the board without a fuss.

But Randolph is not the sort of man to go quietly. Had he done so, he says, his reputation might have suffered and he might have been blamed for any subsequent problems experienced by Wilkinson. Apart from his more general management, Randolph feels that the management has been rather slow on its feet in meeting the market challenges in razors and pens. He also disagrees with the move into sunglasses, where small losses are being made.

Since he has been chairing the Institute of Directors for the past three years, he is open to accusations that his hold on the company's affairs has been rather less tight than it might have been. A point that he accepts. But he is, none the less, unhappy with the move into twin blades was a mistake, and that the company should have concentrated more on the bonded blade.

According to Sir Richard, the razor market remains "a hard slog," while pens are continuing to pose problems, although the Scripps interests in the U.S. are showing an improvement. Gillette, via its Papermate company, is a major competitor here. Wilkinson has, like many other British companies, been hit in its foreign business by the unusual strength of sterling. Nor is the present engineering strike helping its overall resilience.

Yet while it is suffering heavily in its tie-up with Allegheny Ludlum, which is mainly in the stainless steel sector, has proved a benefit. When first mooted in 1978, the idea was for the U.S. company to take voting control, leaving a sizeable number of minority shareholders. Institutional objections led to a reworking of the agreement, however, and Allegheny finally took 44.4 per cent.

What Wilkinson gained from the deal was the True Temper gardening, sports and railway equipment subsidiary of the

U.S. concern. This addition provided one of the most potent contributions to last year's Wilkinson profits, which might otherwise have shown little or no growth. Mr. Randolph, who was Wilkinson's chairman when the deal went through, claimed on Thursday to have been instrumental in securing improved terms.

This was strongly rejected by Richard Buckley, Allegheny's chairman, who also said he was confident of the present management, led by the managing director, Christopher Lewington, and the finance director, Anthony Shanagher.

"The clash was not with us," said Buckley. "Allegheny did, however, go along with the rest of the board when told of the rift that had opened up."

Letter from Toledo

BBC External Services last ditch efforts to avoid decimating cuts to its activities are receiving support from unpredictable quarters. Latest of a stream of letters comes from Toledo, Ohio, now the home of William Niehous, the businessman kidnaped in Caracas in February, 1978, who finally escaped in June this year. Niehous says his captors tuned their radio to the BBC each day and the broadcasts "kept me current on world affairs and provided me with many hours of relaxation and enjoyment."

His one bit of frustration was that he escaped having only heard three episodes of *Paul Temple* and the *Geneva Affair* and is still not sure how the serial ended. Clearly a case for building a better transmitter to serve Toledo, Ohio.

Contributors: Andrew Fisher, Arthur Sandles, David Churchill

Britain hits the bottle

When a major British brewery group spends two years scouring Europe for a new white wine—and ends up importing from

Czechoslovakia—then the full impact of the UK wine boom becomes apparent.

Stowells of Chelsea—the wine retailing of the Whitefriars group—is claiming a win: first in nationally marketing a Czech wine in the UK. The wine—which will be sold under the brand name of St. Hubertus—was chosen as being an "easy-to-drink" wine with a universal appeal. In fact, so rapid has been the growth of white wines in the UK over the past two years that Stowells is eagerly awaiting the first shipments of St. Hubertus to meet the continuing rise in demand.

Although the British still drink less wine per head of the population than any other European country apart from Ireland, the UK wine market is one of the fastest growing sectors of the total drinks market.

Basically, the two main growth areas have been an increase in the number of women drinkers overall, as well as more wine drinkers from among the lower middle and upper working socio-economic groups. It is these two sections which have shown a clear preference for light, dry white wines. This, in fact, reflects one of the underlying trends towards lighter coloured and flavoured drinks—lager instead of beer, white rum instead of dark, and the growth of vodka, gin and vermouth sales.

This trend is explained by the drinks trade as owing much to the consumers' belief—however erroneous—that the lighter the colour of the drink, the more refreshing it is.

But the absolute growth in wine sales has been due to several factors, including a rising standard of living and the greater incidence of continental holidays, thus making people more prepared to change their drinking habits when at home.

The main stimulus, however, undoubtedly has been the growing availability of wines, especially through supermarkets and the multiples such as Woolworth and British Home Stores. As Norman Webber of Stowells adds: "The problem of selecting wines is mental not economic." Stowells, and other wine companies, are therefore redesigning their labels to provide more information for the consumer. Stowells is also giving its label design a "more feminine look" to prove more attractive to the growing numbers of housewife shoppers for wine. The very thought is enough to turn a traditionalist to drink.

MONDAY—Miners' pay claim goes before National Coal Board. Bank of England quarterly analysis of bank advances (mid-August). Two-day strike by Confederation of Shipbuilding and Engineering Unions. Liberal Party Conference opens. Winter Gardens, Margate (until September 29). Bricks and cement production (August). Mr. Peter Walker, Minister of Agriculture, and Mr. Clive Jenkins, General Secretary, Association of Scientific, Technical and Managerial Staffs, at Council for Education in World Citizenship conference, Institute of Education, Bedford

Way, WCI. Prices for rough diamonds charged by De Beers' Central Selling Organisation go up by average of 13 per cent. Sixth European congress of building societies opens in London (until September 28). International Coffee Organisation council meets in London.

TUESDAY—September provisional figures for unemployment and unfilled vacancies. Mr. William Whitelaw, Home Secretary, speaks on opening day of

Police Superintendents Association conference, Palace Hotel, Torquay (September 26). Mr. Sidney Weighell, general secretary, National Union of Railwaymen, addresses London Chamber of Commerce, Ironmongers Hall, Barbican, London. Mr. Michael O'Kennedy, Irish Foreign Minister and president of EEC Council of Ministers, addresses United Nations General Assembly, New York. Mrs. Margaret Thatcher, Prime Minister, opens shopping centre, Milton Keynes.

WEDNESDAY—Conference of EEC Agriculture Ministers opens at Dublin Castle (until September 28). EEC Energy Ministers in talks in Paris with U.S., Canada and Japan on reducing oil consumption. Meeting of Trades Union Congress general council. Labour Party national executive meets.

THURSDAY—Manchester annual report by-election. Sir John Methven, director general, Confederation of British Industry, speaks at National Cold Storage Federation luncheon, Savoy Hotel, London. Energy Trends publication.

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10.75% p.a.

This net rate may vary but the 2% differential over share rate is guaranteed

without tying you down again

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the start. Of course, if you'd prefer only to commit your savings for one year at first, the STEP method still pays a handsome premium as you move up to the maximum rate.

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1st year	9.00	9.25	9.75	10.25	10.75	
2nd year	9.25	9.25	9.75	10.25	10.75	
3rd year	9.75	9.75	9.75	10.25	10.75	
4th year	10.25	10.25	10.25	10.25	10.75	
5th year	10.75	10.75	10.75	10.75	10.75	

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FTS

Companies and Markets

Laporte soars by 80% to £8.5m midterm

DESPITE LOSSES during the transport strike and a £1.5m exchange deficit, taxable profit of Laporte Industries (Holdings) soared by 80 per cent from £2.7m to £8.5m for the first half of 1979.

Mr. R. M. Ringwald, the chairman, forecasts reasonably satisfactory full year results considering the difficult economic climate. For 1978 profit was £12.1m, compared with a peak of over £15m two years earlier.

Group trading profit for the half year, before interest of £1.25m (£1.4m), climbed from £0.12m to £0.77m. Of this total Laporte and its subsidiaries contributed £0.67m, against £1.49m, while the principal indirect companies, mostly in the UK, produced a rise from £0.12m to £0.23m. The share of other associates reached £0.88m (£0.83m).

External sales were ahead to £92.5m (£80.5m) with £51.5m, against £44.5m, from the UK; £7.7m (£6.5m) from the Australian group; £1.7m (£1.7m) from other overseas subsidiaries and £3.0m (£2.0m) from technology sales. The share of Interco companies was up from £2.0m to £3.1m.

With tax taking a lower percentage at £4.0m (£2.8m) stated earnings per 50p share went up to 9.6p (4.1p). The net interim dividend is stepped up to 3.5p (3.021p)—the final last time was 4.5535p.

In addition to the currency loss taken before tax a further £68,000 exchange deficit was dealt with as an extraordinary item.

After a total effective extraordinary debit of £646,000 (£45,000) and preference dividend of £1.5m (£1.5m), the attributable surplus emerged at £3.82m (£1.8m) of which £2.2m (£457,000) was retained.

Though a revaluation of Interco assets has not yet been completed allowance for an increased attributable depreciation charge of £200,000 has been made. The group provision was £1.97m (£2,021m) net of grants.

See Lex

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See Lex

Winn Inds. higher in first half

WITH MOST companies showing advance Winn Industries improved pre-tax profit for the first half of 1979 from £646,000 to £754,000.

Excellent progress has been made in certain areas with some large export engineering orders, and the group forecasts a satisfactory year. For 1978 profit was a record £1.87m (£1.3m).

Declaration of an interim dividend has been deferred until the group by London and Midlands Industrials, made earlier this month, is known.

Winn's sales for the six months were up £3.61m to £13,090m. After tax of £392,000 (£336,000) net profit of £1,302,000 through at £3,021,000.

The directors say that good control of trading activities and the sale of a large property, which was formerly occupied by a subsidiary, have greatly enhanced the company's cash resources.

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See Lex

UK COMPANY NEWS

DIVIDENDS ANNOUNCED

Company	Current payment	Date	Corresponding dividend	Total last year
Adwest	0.85	Nov. 16	0.5	1.35
Goodman Bros.	0.95	Nov. 30	0.58	1.53
Hall Engineering	1.1	Oct. 31	2.47	3.57
Thos. Jordan	1.05	Oct. 31	1.01	2.06
Liberty	3.5	Nov. 23	0.76	4.26
Laporte	0.8	Nov. 15	0.34	1.14
Moviet	0.7	—	2.58	3.28
Nesco Inv.	2.85	—	4.25	7.10
F. S. Ratcliffe	1.21	Nov. 29	0.96	2.17
W. Sparrow	1.21	—	Nil	Nil
Thursis Sulphur	0.76	Nov. 8	0.84	1.60
Thos. Walker	0.76	Nov. 10	0.89	1.65
Ward White	1.4	—	—	—

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †Subject to obtaining increased by rights and/or acquisition issues. ‡Subject to obtaining Spanish exchange control permission to transfer necessary funds. §Total of 6.3p already forecast on reorganised capital.

Adwest advances to record £8.83m

A SECOND half increase from £4.75m to £8.83m has lifted taxable profits of Adwest Group, as expected, from £6.7m to a record £8.83m for the year ended June 30, 1979. Turnover jumped from £48.5m to £82.8m.

And the dividend is stepped up by 3p per share to 13.5p (10p) net, with a 5.5p final payment per 50p share.

Also proposed is a one-for-one scrip issue. To facilitate this the capital is to be increased to £7m. Fully diluted earnings per share are shown as 48.5p, against 43.3p.

Pre-tax figure of this engineering concern was struck after interest of £290,000, compared with £273,000, but was before tax, SSAP 15 adjusted, of £3.74m, against £3.38m.

The amount retained came through at £3.68m (£3.38m) after dividend costs of £1.32m (£0.87,000).

There was an extraordinary credit of £7,000 (£61,000) which has been taken to capital reserves.

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See Lex

Hall Engineering £0.6m gain at interim stage

TAXABLE profits of Hall Engineering (Holdings) have expanded from £2.5m to £3.8m for the half year ended June 30, 1979.

Although prospects for the second half had been looking encouraging, they will suffer from the consequences of the current national labour dispute in the industry, the directors said.

They add, however, that other factors could have compensatory effects.

Profit for the whole of 1978 rose to a record £5.25m (£4.41m). Basic first half earnings are shown at 11.25p (8.75p) per 50p share, and 9.85p (7.75p) fully diluted.

The interim dividend is increased to 3.1p (2.47p) net, which will absorb £274,000 (£297,000)—last year's final payment was 2.47p.

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See Lex

be enhanced as a result of this disposal.

comment

Adding back losses from Bidston (around £500,000 in the first half of last year) Hall Engineering's pre-tax profits are up by only 8 per cent, so there seems to have been some loss of margin in the other activities.

In the present engineering climate, margins are going to be difficult to maintain in the second six months but the disposal of Bidston will provide compensation.

Hall is receiving a good price for it and, apart from the impact on the trading performance, the proceeds should reduce interest charges by around £200,000 this year. Unless engineering strikes intensify, profits of £5m may be within reach.

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Ratcliffe Industries setback

ON TURNOVER £52,768 lower at £1,655,028, taxable profit of F. S. Ratcliffe Industries, spring maker and painting contractor, slumped from £201,551 to £106,288.

After tax of £60,918 (£168,533) stated earnings per 25p share were left down from 12.47p to 5.71p. The net final dividend is held at 4.25p for a maintained total of 5.25p.

There was an extraordinary credit this time of £32,137 and the retained balance emerged at £77,505 (£95,988).

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See Lex

UNITECH SEES PROFIT RISE

A reasonable improvement in first half and current year pro-

See Lex

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SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and deals

In response to an earlier agreed bid of \$55 per share for Barber Oil of the U.S., made by Englehard Minerals and Chemicals, Hanson Trust offered \$163m for Barber at \$51.50 per share. Hanson's move came while the group is finalising its £23.6m takeover of Lindustries, and the Barber bid is to be financed through Hanson's own cash resources and credit lines. Hanson already owns a 9.05 per cent stake in oil and shipping concern Barber, and its offer is conditional on the latter's Board recommending the deal to its shareholders which it seems likely to do since it has already accepted the cheaper Englehard offer.

Grovewood Securities, a subsidiary of insurance group Eagle Star Holdings, has acquired 20 per cent of heavy engineering concern Mitchell Somers from Johnson and Firth Brown for a consideration of around £1.5m. Grovewood states that it may increase its holding if the opportunity arises, but that no bid for Mitchell Somers is envisaged.

Mr. Paul Bristol, chairman of oil servicing and contracting group KCA International who recently failed in his attempt to gain representation on the Board of Furness Withy, has bought 24 per cent of KCA from Ward International, the company which helped KCA out of trouble two years ago. The deal, thought to be worth around £2m, raises Mr. Bristol's interests in KCA to 24.59 per cent of the equity capital. In a separate deal, KCA acquired Seamed Services and Northern Barite Producers from Imperial Continental Gas for a consideration thought to be worth just under £1m.

Company bid for	Value of bid per share** price**	Price before bid £m's**	Value of bid £m's**	Bidder	Final Acct'ce date
Allen (Edgar) & Avers	69½	61	83	8.63 Aurora Hldgs. —	—
Berwick Timpe	75½	74	88	90.4 GEC —	—
John Bright & English Card Clothing	40½	39	43	4.30 Large & Associates —	—
	130½	135	102	5.60 Carclo —	2/10

Company bid for	Value of bid per share** price**	Price before bid £m's**	Value of bid £m's**	Bidder	Final Acct'ce date
FPA Const.	18	18	18	1.27 Heywd. Wms. —	—
Gibbons Dudley Industries	135½	147	97	30.1 Steedley —	—
Pye Holdings	180½	176	116	24.5 Hanson Trust —	—
Sudra. Kayser	75½	76	50½	4.47 GEI —	—
Siemssen Hunter	88½	84	78½	5.00 Brit. Arrow —	30/9
Spillers	47½	43	39½	69.9 Dalgety —	—
Taylor Pallister	96½	105	95	0.46 London and Midland Inds. —	—
Winn Industries	70½	64	62	8.25 London and Midland Inds. —	—

* All cash offer. † Cash alternative. ‡ Partial bid. § For capital not already held. ¶ Combined market capitalisation. || Date on which scheme is expected to become operative. ** Based on 21/9/79. †† At suspension. ‡‡ Estimated. §§ Shares and cash. †† Unconditional.

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)	Interim dividends* per share (p)
Amal Metal	June	3,888 (5,785)	3.0 (5.5)
Asby & Madeley	June	525 (420)	0.87 (0.5)
Aurora Hldgs.	June	2,609 (1,652)	1.55 (1.45)
Bank of Scotland	Aug.	17,880 (16,390)	7.25 (6.88)
Bentley	June	890 (1,250)	2.23 (2.14)
Black & Edgmont	June	1,180 (1,540)	2.2 (2.2)
Blackleys	June	94 (100)	1.5 (1.6)
Bodycote	June	1,150 (850)	2.0 (1.45)
Brixton Estate	June	1,700 (1,120)	1.45 (1.16)
Brown & Kent	June	3,050 (2,560)	1.0 (1.0)
Coppydel	June	110 (112)	1.0 (0.75)
Corbridge Hldgs.	June	321 (214)	0.5 (0.35)
Cory (Harace)	June	248 (253)	0.5 (0.37)
Croda Int'l.	June	7,830 (8,110)	1.5 (1.05)
Davenport Kallit.	June	344 (287)	— (—)
Delta Metal	June	14,050 (12,920)	1.82 (1.82)

Company	Half-year to	Pre-tax profit (£000)	Interim dividends* per share (p)
Eagle Star	June	23,400 (18,900)	4.15† (3.85)
Ewer (George)	Mar.	270 (153)	0.5 (—)
Exploration Co.	June	237 (275)	0.7 (0.55)
Federated Land	June	471 (420)	1.0 (0.8)
Carton Engrg.	June	430 (467)	3.15† (3.0)
GRN	June	53,500 (42,000)	5.84 (5.59)
Hamilborne	June	4 (10)	0.5 (0.5)
Harris & Sheldon	June	1,490 (1,370)	1.25 (1.05)
Hestair	July	55 (423)	— (2.36)
Holt (Joseph)	June	445 (379)	2.0† (1.0)†
Hoskins & Morton	June	338 (318)	3.0 (1.69)
Ishtock Johnson	June	1,253 (2,195)	1.5 (1.37)
Iversack	June	307 (733)	1.0 (1.42)
JB Holdings	June	894 (987)	1.5 (0.5)
Law Land	June	77 (237)	0.5 (0.5)
Leadhall Sterg.	June	492 (404)	1.25 (0.89)
Legal & General	June	9,400 (9,500)	2.8 (2.26)
Leyland Paint	June	552 (1,145)	1.0 (1.0)
Liverpool Post	June	1,890 (1,540)	3.46 (3.01)
Low & Bonar	May	4,482 (4,086)	5.0† (4.0)
Mackay (Hugh)	June	338 (193)	1.4 (1.4)
Manders (Hldgs.)	June	1,300 (1,540)	1.2 (0.94)
Marshall (Lexley)	June	125 (369)	1.2 (1.2)
Mithras (Berard)	July	1,420 (894)	6.5 (4.5)
Molins	June	5,300 (5,100)	2.2 (2.2)
Oil Exploration	June	1,420† (1,060)†	— (—)
Perry Motors	June	3,150 (2,190)	3.0 (1.67)
Phicom	June	1,080 (394)	0.45 (—)
Rams. Sims & J.	June	1,158 (1,269)	3.14 (3.0)
Rio-Tinto Zinc	June	199,300 (122,600)	4.5 (3.5)
Rods-Royce Mtrs.	June	4,584 (5,412)	2.34 (2.24)
Swatara, McKensel	June	9,308 (12,514)	2.5 (2.25)
Sykes (Henry)	July	2,523 (823)	1.5 (1.0)
Royce	June	1,031 (526)	— (—)
Ryan (L.)	June	25,300 (28,100)	2.0 (—)
Sedgwick Forbes	June	7,252 (6,310)	4.0 (3.0)
Simon Engrg.	June	740 (4,310)	1.4 (2.73)
Stone Flat	June	575 (1,010)	1.5 (1.5)
Sykes (Henry)	July	565 (859)	6.0 (5.0)
Tilbury Catering	June	10,040 (9,100)	2.6 (2.3)
UDS Group	July	16,130 (18,595)	1.7 (1.5)
United Biscuits	July	16,130 (18,595)	1.7 (1.5)

Company	Half-year to	Pre-tax profit (£000)	Interim dividends* per share (p)
Wadkin	June	650 (1,010)	2.25 (2.25)
Watts Blake Brne.	June	1,590 (1,440)	1.3 (1.18)
Williams & James	June	478 (352)	1.15 (1.11)
Willis Faber	June	10,080 (10,510)	3.5 (3.21)
Yonghal Carpets	June	759 (1,048)L	(—)

(Figures in parentheses are for corresponding period.)
* Dividends shown net except where otherwise stated.
† Adjusted for any intervening scrip issue. ‡ Including special dividend due to change in tax rate. § Gross. ¶ Figures for seven months to January 31, 1979. † Including special dividend due to change in tax rate. || Operating profit. L Loss.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)	Earnings* per share (p)	Dividends* per share (p)
Barns Anderson	June	858 (621)	8.1 (5.6)	1.88 (0.81)
F. & C. Eurotrust	June	176 (153)	1.2 (1.1)	1.2 (1.0)
GT Japan	June	756 (202)	7.2 (2.0)	7.0 (2.0)
Gulnuss Peat	Apr.	7,760 (11,070)	8.9 (11.6)	6.25 (5.12)
Harrisons. Mal. Est.	Mar.	30,470 (25,190)	9.5 (7.0)	6.5 (4.0)
Jendique	June	250 (245)	5.1 (3.8)	2.48 (2.21)
Mills & Allen	June	7,240 (4,860)	50.3 (37.5)	12.0 (5.0)
Park Place Invs.	June	675 (430)	10.1 (6.1)	2.8 (1.12)
Ricardo Engrs.	June	1,097 (943)	43.4 (28.4)	7.0 (2.92)
Sandhurst Mktg.	July	220 (200)	4.7 (5.4)	0.78 (0.88)
Scholes (G. H.)	June	1,827 (2,034)	28.3 (28.0)	18.52 (18.52)
Telefusion	Apr.	1,725 (2,069)	3.1 (2.6)	0.94 (0.7)
Walker Goldsmith	Mar.	3,440 (3,060)	11.3 (18.4)	3.5 (2.38)
Zettlers	Mar.	1,392 (1,047)	9.5 (7.3)	1.8 (1.3)

Scrip Issues

Mills and Allen International: One for ten.
Walker (James) Goldsmith: One for five.

Paradise slump accelerates in second half

PRE-TAX LOSS at B. Paradise, clothing manufacturer and distributor, accelerated sharply in the second half of 1978-79, to £268,069, after reaching £48,000 midway. In the previous 12 months a rally, following a £38,000 first half deficit, had produced a fulltime profit of £10,265.

The company says that in the year to January 31, 1979, trading conditions were worse than had been seen for many years. Though some of the adverse factors were known when the interim statement was published in December it became apparent following an extensive year-end review of stock levels, that in the prevailing trading conditions, provisions against slow moving goods were necessary. These provisions are now reflected in the operating loss.

Contributing to the difficulties during the year was an unprecedented rise in raw material costs which, despite price rises for customers depressed margins

and in certain cases caused a substantial loss of turnover. There was also an unforeseen loss of a major customer because of a policy change by the customer and added to this the mild autumn and early winter resulted in customers delaying and reducing orders, the directors state.

A thorough review of the company's trading policies and the opportunities for new business has been made. As a result the directors are replacing the loss of business during the year with fresh outlets and although the effects of this will not be felt immediately, they are confident that they will continue to make up lost turnover.

Substantial cuts in overheads are being made and the Board intends to reduce the level of borrowings primarily by stock realisations. As part of this policy and in view of accommodation requirements diminishing in London the leasehold premises in Buckle Street have been sold at a premium.

Certain steps are also being taken to strengthen senior management. Sales for the year finished down from £3.74m to £2.99m. Again there is no dividend, the last being a 1.05p net interim for 1978-77. After a tax credit of £40,078 (£12,500 charge) the

stated loss per 10p share came out at 22.1p (earnings 1.8p).

Thos. Jourdan down but sees recovery

Despite a fall in pre-tax profits from £151,000 to £105,000 for the first half of 1979, the directors of Thomas Jourdan, investment concern, believe that with a record order book, results for the full year will be substantially better than last year.

Profit for 1978 more than halved from £469,000 to £226,000. Turnover for the six months was £2,32m (£2,28m) and included royalties of £150,000 against £150,000.

Pre-tax figure was struck after interest £59,000 (£42,000) and was subject to tax £88,000 (£79,000), after which earnings are shown as 1.3p (1.79p) per 10p share.

The net interim dividend is raised slightly to 1.05p (1.00p) — last year's total was 2.18p. The directors state that reorganisation at Midland Designing and Engineering was completed early this year, since when the company has traded profitably.

During the first half a similar exercise was applied to Simpson Lighting and Hemcol, but not in time to prevent losses in its trailrite division. Reorganisation has continued since June, and the losses in it have been stemmed.

Following its reorganisation also, Corby continues to maintain the growth achieved in 1978, and again royalty income from Knightsbridge Design has shown an improvement. The acquisition of the Birmingham companies has been completed, and their reorganisation begun, the directors add.

WARD & GOLDSTONE

Mr. Sampson Goldstone, chairman of Ward & Goldstone, electrical engineer, told the AGM that since the year end group sales had been running at between 16 per cent and 17 per cent in excess of a year ago.

But in certain export markets, particularly West Africa, considerable difficulties had arisen due to their fiscal policies. Nevertheless the chairman was heartened by the possibility of restoring group activities in Nigeria which represented a very important part of its overseas trade.

Hogg Robinson outlook mixed

CURRENT year prospects for Hogg Robinson Group are mixed but all factors underline the more difficult trading conditions to be faced for some years to come.

Speaking at yesterday's AGM Mr. Maurice Abbott, the chairman, said that in looking at possible 1979/80 results there were two factors to be recognised. There was the continuing strength of the pound and the consequent effect on international and overseas earnings; and the inclusion in the results of the Lloyd's account for 1977 which will not be a good year.

However, he reported that growth in domestic broking continued strongly and the acquisition of Bromell Beard's UK business had been successfully completed. Overseas there were signs that the group was beginning to make up the ground lost last year.

The group's packaging interests have been disposed of and the sale of the commercial freight business has been agreed in principle. These moves would enable the transport division management to concentrate efforts on the already profitable travel agency business.

Mr. Abbott said that investment income should benefit from the current high interest rates but the difficult trading conditions had a continuing erosive effect on total funds available for investment.

restoring it to the level of 1973/1974.

After being virtually unchanged at £101,000 last year, profits, before tax, have moved ahead to 149,000 at halfway a rise of £30,000 was reported.

Earnings per share are shown at 7.04p (8.97p) and a maintained interim dividend of 4.5p net was paid on August 17. Total dividend for 1977-78 was 14.51p from profits of £733,000.

BRIDGEWATER ESTATES

For the first half of 1979, profits of Bridgewater Estates

Movitex rises £48,000 and restores cut

Having returned to the dividend list in 1977/78 with 0.335p after an absence of three years, Movitex announces a more than doubled payment of 0.7p for the year ended February 28, 1979.

turnover

1978-79 1977-78

Turnover 3,040 2,628
Profit before tax 149 101
Tax 64 51
Net profit 85 48
Minorities 1 4
Attributable 86 38
Dividend 31 15
Retained 55 21

CORAL INDEX: Close 458.463

INSURANCE BASE RATES

† Property Growth 12½%
† Vanbrugh Guaranteed 12½%
† Address shown under Insurance and Property Bond Table.

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To you it's a roof tile. For us it was the foundation.



While it's a fact that over half the new houses being built in the UK have Marley tiles on their roofs, the company have come a long way since the first tile was manufactured in a Kent garage in 1924.

Today, Marley is a large international business with an annual turnover exceeding £270 million. Diversification has been such that now only 19% of this total figure relates to our still expanding roof tile business.

Within the next three years, it is forecast that overseas earnings will surpass those from home markets. The steady improvement in the

quality of these earnings is guaranteed by our policy of continual diversification.

Similarly, the value of our investments overseas is likely to exceed those at home.

For Marley such developments are both logical and necessary; in keeping with the company's history of rational and coherent growth.

Leadership in roof tiles led to leadership in floor tiles, the latter paving the way for our entry into plastics.

Revolutionary pvc plumbing and drainage systems... plastic sheeting... vinyl floor coverings

... polyurethane foam products... unmatched expertise in polymer technology established our leadership across a wide range of fields.

Marley is also present in many other developing markets—DIY, refurbishment, furnishings, automotive—even vehicle leasing.

This programme of diversification has also taken Marley into the property business in a big way—retail stores, depots, building centres, distribution warehouses—and not only in the UK.

Our valuable freehold properties in Ireland, Canada, South Africa and other

countries form a high quality asset backing to the trading operations of the business. (The present value of Marley's properties is worth about 70 pence per Marley share.)

During the forthcoming week this paper will carry a series of advertisements about Marley. They aim to illustrate some of the diverse and often unrecognised ways in which the company is poised for future growth.

MARLEY
Sevenoaks, Kent.

FINANCIAL TIMES SURVEY

Saturday September 22 1979

Home Entertainment

In leisure, as in other fields of activity, developments in micro-electronics are bringing about a revolution. Products are becoming more sophisticated—and also cheaper—while the potential of the TV set as a medium for receiving information as well as for entertainment has only just begun to be exploited.

A new world of leisure

By Arthur Sandles

IT IS both a joy and distress to the forecasting business that unpredictables are a key factor in the game: the unforeseen will always happen. A decade ago to have predicted a series of oil crises would have demonstrated a remarkable feel for the future. To suggest further that Britain would find enough fuel in its own back yard to give the nation breathing space in the midst of international recession might have appeared to border on fantasy. Although crystal ball gazers would talk alibi of some future world operated by robots, few saw it happening quite so quickly. And just as the silicon chip and micro-processor revolution are up-setting the structure of industry, so it has changed thinking as to the prospects for leisure.

Micro-technology in its domestic applications has

already changed leisure habits. The transistor radio, now remarkably into its third decade as a mass market item, was but a forerunner of things to come. Today the gadgetry ranges from electronic organs to pocket calculators, from tape and video recorders to home computers. Where once the portable television was remarkable the home computer is now a common sight in the high street stores. The children who once played Indo are now battling out their fantasy wars in other galaxies with the aid of video games complete with electronic sound effects. Around 1m video games alone are sold in Britain each year.

To define leisure and entertainment is a difficult task. In its crudest sense anything that is not work, and not necessary simply to keep our body systems operating normally, is leisure. Thus a meal may be a necessity, but a meal with wine and cooked with a sense of style is surely an entertainment. This is not as academic as it may first seem, for the lines between leisure and necessity are increasingly blurred. It is already possible, and as the years pass may be probable, that many office workers will have no need to journey to a central point. They may operate at home, linked to files and colleagues via video-terminal, perhaps sending letters to a central print-out bureau. That same video unit will be capable of receiving off-air normal television services, accessing cable television, offering a quick game of chess during the office coffee break and playing back a video cassette

movie late at night. It will be able to chat to fellow computers and provide its owner with an array of services and information. No dual palace of the past will have been equipped with a library to match that of Surbiton man in a decade or so.

A variety of factors are combining at the moment to point the way to an explosion in home entertainment rather than other forms of leisure. High on the list is the fact that leisure time is expanding faster than the cash to fund that time. Thus the 1960s speculation that by the late 1970s all the world would be rushing off to exotic destinations on package tours has been proved false by the problems of recession and rapidly rising fuel and labour costs.

We have been driven inward to our home base by the daunting costs of leaving it, and there is little sign of any change to the basic forces which have led to that retreat, at least in the short or medium term. Some might say that this is simply the wheel of history turning full circle again. A concentration of entertainment and leisure within the home environment might not be considered a bad thing. The difference is that the television has replaced the magic lantern and hi-fi has moved into the spot where the piano used to stand—a generalisation which does not hold water entirely since the piano itself is making something of a comeback.

The growth of the home entertainment business in recent years has been remarkable. The average British home has as



The modern television can provide a variety of information through videodata services: from stock market prices to sports results and from household hints to travel timetables

much as £300 worth of television (a modest colour set and an old monochrome unit, perhaps relegated to a child's room), £20-£40 worth of radios, anything from £60 to £1,000 tied up in hi-fi, and in addition to that there is an assorted collection of tape recorders, games, guitars that people meant to learn one day, the odd recorder or two. Latest acquisitions may include pocket calculators, as much toys as mathematical aids, video games and "instant" cameras. It is a rare household which does not have at least one hobby enthusiast who would regard his own pastime as home entertainment regardless of what the rest of the family might think.

Increasingly home entertainment has attracted both manufacturing and retailing interest. High Street names such as Boots and Woolworth have been lured into hi-fi, photography and

beer making, while the Dixons chain has been built upon public eagerness to invest substantial amounts in domestic hardware.

The battle for this blossoming business, however, has not been without its casualties. The marketing war between Europe and Asia in the field of radio and television has left deep scars and decimated European radio set manufacturing activity.

The struggle for innovation in the field of hi-fi with quadraphonics was, and perhaps is, so deadly that in the absence of a victor the market simply disappeared because the producers could not agree on a uniform system. The scene might have been set for similar disaster in videotape and more recently videodisks were it not for the fact that public demand is such that it seems even a confusion of product is not a sufficient disincentive. Clearly, even here it is unlikely that VCR, VHS, SVR, Betamax and a variety of videodisks will all survive as rival systems for the next decade or so. In sound recording there are signs that the cassette is making accelerating gains over the cartridge.

Just as in the hardware business things have been difficult, and often involving massive sums in investment, so the software area of home entertainment has seen its market warfare. EMI's problems are partly due to its inability to keep pace with changing tastes in the record business.

But it is not only business that has found the pace of change worrying. There have been clear signs that

Governments the world over are finding that technological innovation is moving too fast for their own comfort. Precious governmental monopolies, either in the control of broadcasting or in broadcasting itself are endangered. British Governments of both right and left have shown little willingness to grapple with the dilemmas thrown up by Citizen Band radio, cable television or satellite transmissions.

As far as CB radio is concerned, heavily used in the home as well as in cars, Britain is speeding rather than drifting into a de facto acceptance of the American system if only thanks to the substantial amount of U.S.-oriented equipment now entering the country—a move which would cause chaos and expense for other current users of the frequencies involved.

The problem is, of course, that such innovations, along with multi-channel cable television, home video-recorders, Prestel and other information services, as well as home computers, all endanger the current information and entertainment establishment. Just as consumers fear the power of Governmental or corporate computers, so government itself is reluctant to face the implications of consumer technology. The management of a large slice of home entertainment is directly by government is likely to be increasingly difficult in the future. We are not far from the day when National Front propaganda or the latest blue movies are as available on the home television screen as

they are on selected bookstalls.

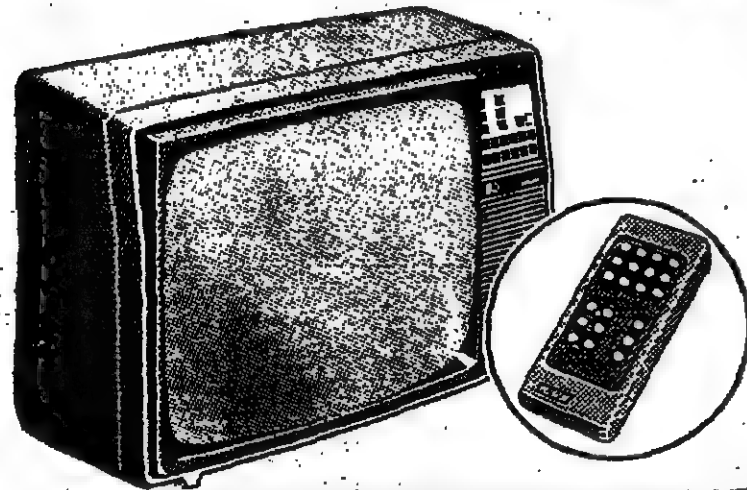
It is perhaps a pleasant aspect of society today that in spite of all the innovations many of the traditional forms of home entertainment survive and thrive. We still buy playing cards, the chess business is healthier in Britain than it has been for centuries, backgammon is hardly an international novelty, the Beatles helped to turn teenage attention towards guitars (albeit often electric guitars) and corner shops do indeed sell games of ludo and snakes and ladders.

For the moment, therefore, although considerable attention is focused on new technology in the home, this seems to be in addition to the traditional forms of home entertainment rather than totally in replacement.

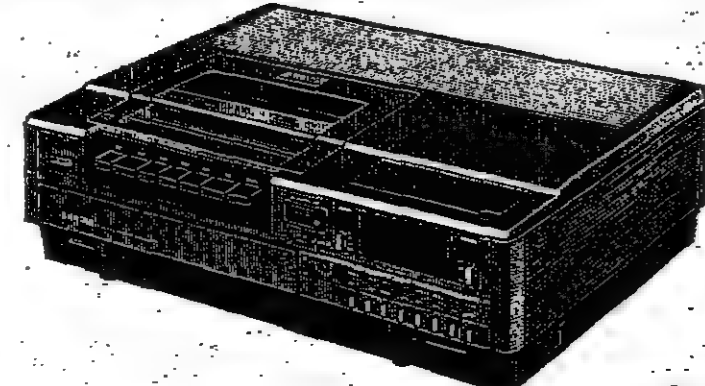
At far as prospects for the world of home entertainment are concerned it would seem that the omens are good. In the absence of depression rather than recession, spending power in the West will be coupled with an enthusiasm for the new goodies which are likely to be on offer. In recent years almost every field of home entertainment has relied upon the impetus of technical improvement and change for its growth. Stereo recording, the transistor, Dolby noise reduction, videotaping, and now a baffling array of products making use of the microprocessor have all helped to move the market along. If one thing is certain in an uncertain future, it is that the world's electronic laboratories will continue to produce new temptations for the world's consumers.

Enjoy the latest in home entertainment with Currys DISCOUNT PLUS

Rock-bottom prices, plus service no discount store can match.

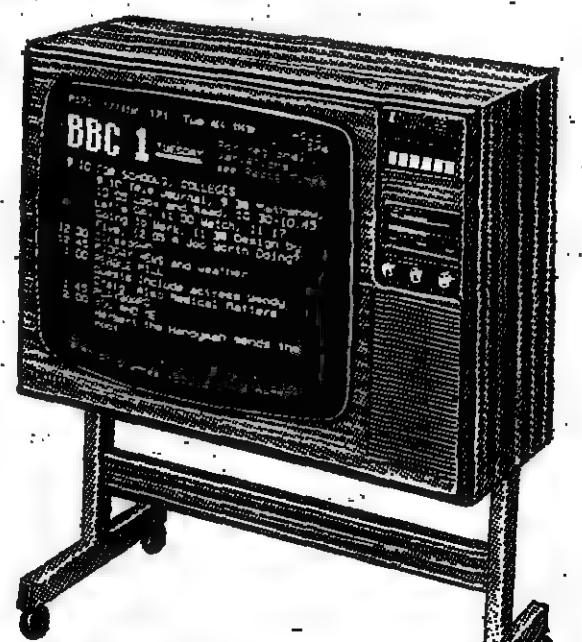


16" PYE REMOTE-CONTROLLED PORTABLE COLOUR TV (7228)
This 16" portable colour TV from Pye has the latest infra-red remote control of programme selection, volume, muting, brightness, and other functions. The receiver has automatic frequency control, quick-start picture, twelve pre-select programme buttons, headphone socket, loop aerial, carrying handles. Button twelve gives optimum results with a VCR Television Recorder.
CURRYS PRICE £299
Wide choice of credit terms available.



SANYO Betacord VTC 9300P
Can be pre-set up to 3 days in advance to record. Features include 3 1/4 hours maximum recording and playback time, remote pause control, still frame, camera facility and tape counter. Includes 2 hour 10 min. cassette.
CURRYS PRICE £579
Wide choice of credit terms available.

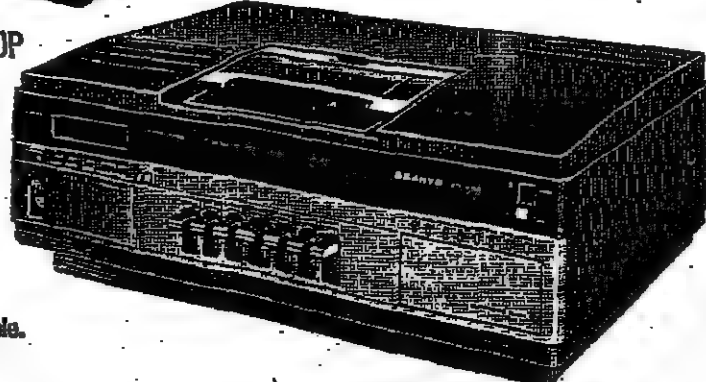
HITACHI VT-5000E VHS
Can be pre-set up to 10 days in advance to record. Features include 3 hours maximum recording and playback time, remote pause control, colour camera facility, and tape counter. Includes 3 hour cassette.
CURRYS PRICE £599
Wide choice of credit terms available.



PYE TELETEXT COLOUR TV (CT457)
A 22" colour TV with every advanced feature, including Teletext—an electronic newspaper at your fingertips, using remote control in armchair comfort. Other features include the Mullard 20AX 'High Brightness' picture tube, and full remote control of every function.
CURRYS PRICE £489
Wide choice of credit terms available.



TOSHIBA RACK SYSTEM (225HF)
An advanced Hi-Fi system in a purpose-built storage unit, complete with space for records and cassettes. Units include fully automatic belt-drive turntable, 2x28-watt RMS stereo amplifier, L, M and stereo VHF radio tuner, stereo cassette deck with Dolby system, two loudspeakers. Offers every facility for highest-quality sound.
CURRYS PRICE £499.90
Wide choice of credit terms available.



HITACHI STEREO RADIO RECORDER (TRK9150E)
This L, M, and stereo VHF radio recorder has detachable two-way speakers and an accurate quartz clock timer for automatically switching radio or recorder on and off, plus a host of features and facilities. Powerful 7.5 watts per channel output. Mains/battery operation.
CURRYS PRICE £219
Wide choice of credit terms available.

Britain's electrical specialists

Currys

The products shown here are on display at most larger branches, but can be ordered from any branch.

HOME ENTERTAINMENT II

New versatility in movie-making

NOWADAYS one in every ten households in Britain is reckoned to own a movie camera, each consuming approximately six rolls of film per year. Most of this activity is of the type rather disparagingly known as "baby-on-the-lawn" film-making. Yet a small percentage of family cine camera users have become indelibly gripped by the movie-making disease and become very serious amateur film-makers—so much so that there are now some 400 cine clubs in Britain catering specifically for this more committed extension of the hobby.

It is important to recognise the difference between movie snapshots and serious amateur film-making. In the first situation the procedures involved are little more complicated than the taking of still photographs. But no matter how well the camera work is executed the final results on the screen will rarely bear comparison with movies as seen on television or in the cinema—and the gap between the two techniques is very big.

Amateur movie-making is now synonymous with Super 8mm film—that is, colour cine film which is 8mm wide and makes more picture area available than the older type of Standard 8mm film. This has been achieved by employing smaller sprocket holes and sequencing a bigger frame into the same width. One consequence of this is that old Standard 8mm film cannot be screened through Super 8mm projectors. A few home movie-makers—very few indeed—still use 16mm film, now a professional gauge used extensively on television. It was originally intended for the amateur.

For nearly all home movie-making, 16mm film is an unnecessary technical luxury as well as a much more expensive medium. Although it yields brighter and sharper pictures and is generally better supported with a wide range of ancillary equipment and professional services, it is really for the exclusive circle of amateurs who aspire to match professional standards.

The best of modern Super 8mm cine cameras have been designed to provide versatility of performance with greater simplicity of operation. Facilities include automatic exposure control, motorised zooming and the facility of synchronising sound recorders with the film as it is shot so that lip-synchronised dialogue is relatively simple to accomplish. Some of these developments—such as the motorised zoom lens—have actually preceded their adoption on professional film cameras.

Adequate

For every simple record work (almost literally baby-on-the-lawn) an inexpensive camera with a non-interchangeable lens may be adequate. But the freedom to either change lenses or use a zoom lens may be desirable if there are any aspirations to achieving some pictorial impact. Longer focal length lenses (or zoom lenses adjusted to the equivalent setting) yield a larger image size (but a corresponding narrower angle of view). If much filming indoors is contemplated, a short focal length lens may be essential in order to encompass a wide enough angle in the average living room (and for such occasions, simple artificial lighting may be needed too if the ambient light is not good).

Most inexperienced attempts at shooting home movies suffer from the same problems—poor composition, unimaginative direction of people in the scene and excessive use of camera movement.

Good composition is an artistic tradition that is as old as the history of painting. In simple creative terms as far as cine shooting is concerned it means keeping verticals and horizontals within the viewfinder upright or level as Nature designed them, grouping subject elements in front of the camera into well-balanced arrangements (and not into chaotic jumbles of shapes, arms, legs and awkward structures).

and trying to arrange the stronger visual elements into patterns that will draw the viewer's eye to those parts of the subject which are most important.

Direction of people in the scene often suffers because they too often stand there in front of the camera limp or lifeless, afraid to move because they do not know what to do. It is always better to give people something to occupy their hands or interest (babies on the lawn are thus frequently more interesting because they do have their own preoccupations).

This all adds up to one simple but valuable maxim. Every shot taken on a movie camera should as far as possible be worked out carefully before the button is pressed. The action and content in front of the camera should be rehearsed if it is controllable, the extent and direction of the camera movement should be very precisely planned, and if at all possible the camera should be mounted on a tripod to assist in keeping the camera steady.

The projection of uncut film shot in this way requires nothing more elaborate than a screen (which can be a white bed sheet) and a projector—again a piece of equipment that can vary from the very simple with modest light output and a limited "throw" (that is, picture or screen size) to the expensive which yields not only brighter, bigger and sharper pictures but also steadier pictures.

If some sense of ambition infects the home movie-maker, it will usually lead to those huge and expensive leaps that finish at the door of the local cine club. Original film exposed in a camera not only needs to be edited later to remove blunders or weaknesses, but if the medium is to be fully extended the process of editing can be made to yield an exciting sense of rhythm and visual point and counterpoint.

The editing of home movies requires a basic minimum of two pieces of extra gear—a

splicer for cutting and joining the film and a hand-operated animated viewer to enable individual shots to be examined closely for the selection of "takes" and the determination of precise cutting points.

Once this route has been embarked on, the addition of sound to home movies is almost inevitable. A simple audio-cassette recorder may suffice for adding music and commentary, but it will not automatically remain in synchronisation on every screening—and in the organisation of this it is difficult to record the music, sound effects and commentary to fall in exactly the desired places relative to the film. The professional way to cope with this is first to "lay" the sound—which literally means having the recording on a tape which is cut and "laid" against the picture, using a playback device to monitor the sound as it plays against the picture seen on the desk-top viewer. The relationship between the two can then be manually adjusted by trial and error until it seems satisfactory.

These procedures make stringent technical demands on the home movie-maker and can involve extra equipment running into hundreds of pounds. But it is within the capability of amateurs to achieve quite professional results with Super 8mm equipment. Some of Britain's top film-makers—Ken Russell for one—started this way.

The ultimate goal for such efforts in Britain is selection for the annual Ten Best awards—a competition which attracts 300-400 entries every year. The 1979 Ten Best winners have just been premiered at the National Film Theatre in London (September 1) and will be going on a national round of screenings in the months ahead. Movie-making may be a more expensive hobby than golf or angling, but the egotistical glow of a single success is then infinitely repeatable without further effort, talent or luck.

John Chittock



A reward for excellence in amateur movie making: "Movie Maker" always has a star celebrity to present its Ten Best awards at the National Film Theatre. Here Joan Collins is seen presenting David Percy with Finchley Cine Society's trophy for "Escape From Hotlitz" in the 1977 competition.

The politics of TV

WHATEVER the technological innovations that lie on our entertainment horizon, off-air broadcast television as we know it now in the form of ITV and BBC-TV is likely to remain the main focus of home leisure for the foreseeable future. Off-air tv (meaning television which can be picked up by an aerial) has many advantages, not the least of these being that large numbers of consumers can be reached relatively simply. The very fact that Britain has invested huge sums in ensuring that the basic three, soon to be four, channels, can be picked up by most of the population means that the prospects of change to any other form of national service are slim.

The actual form of Britain's fourth channel has yet to be spelt out, but it will certainly round off the system for a long time to come. Additional channels, perhaps produced by a re-engineering of the present 405-line system, which still lingers on, are a long way off. Nonetheless it would be naive to suggest that the television companies and the BBC were resting content about the future. They are likely to face

increasing competition in the home. The fact that audio cassettes arrived on the scene just before a boom in radio listening rather than a drop brings them little comfort. The videotape recorder is regarded with considerable disquiet, and the prospect of any relaxation of the rules covering cable and pay tv is viewed with something approaching horror.

Pressures

But all that is probably at least a few years away. For the moment the television programme organisations are more concerned with the setting up of the fourth channel and the dealing with the financial pressures which both ITV and the BBC see as growing over the next couple of years. As far as the home viewer is concerned the prospects seem bright. If it lives up to its potential ITV 2 could be a bigger and better BBC 2. Certainly for the moment at least, ITV has the financial muscle to make it so, and the past few years of brain-draining suggests it also has the talent. Whether or not it really

has the inclination remains to be seen. There are grounds for suspecting that the Independent Broadcasting Authority, which will have a strong voice in the channel's programming policy, would like to see a sort of Radio Three of the air and that the programme companies themselves would prefer it to be a testing ground for ideas and personalities. Neither of these attitudes would necessarily best suit the viewer.

Unfortunately there may be continued mutterings of industrial unrest within television. New technology is affecting the production of home entertainment just as it is affecting its reception. The companies now see themselves as having severe overmanning in some areas. In the field of news, gathering Britain's tv companies, including the BBC, are just about the only ones left predominantly using film for news coverage. Everyone else has switched to the tiny video camera. What has happened in the obvious area of camera technology has also happened backstage. The tv companies are eager to re-equip, if

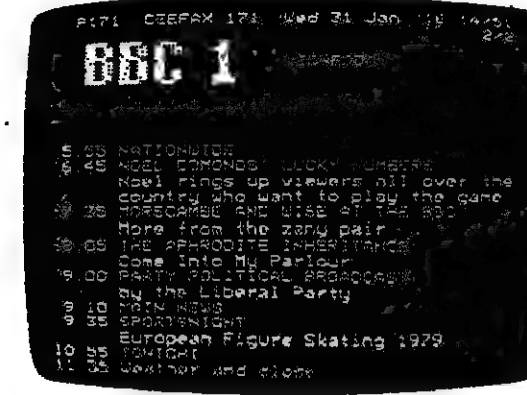
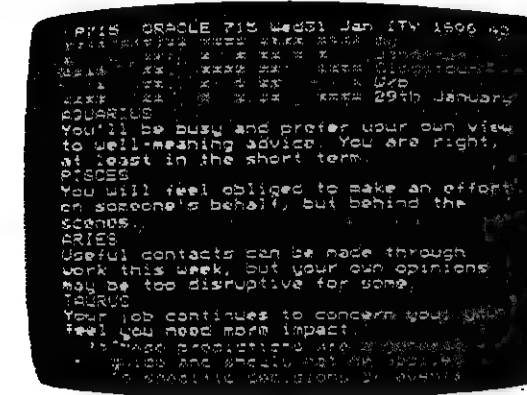
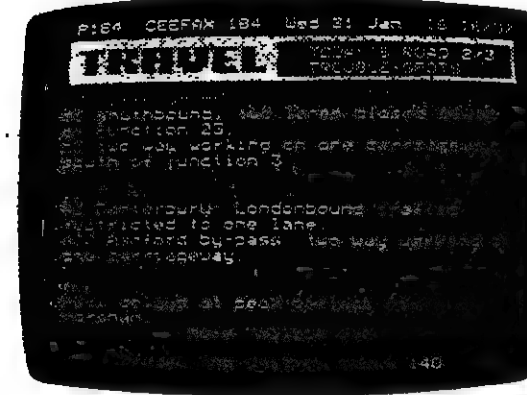
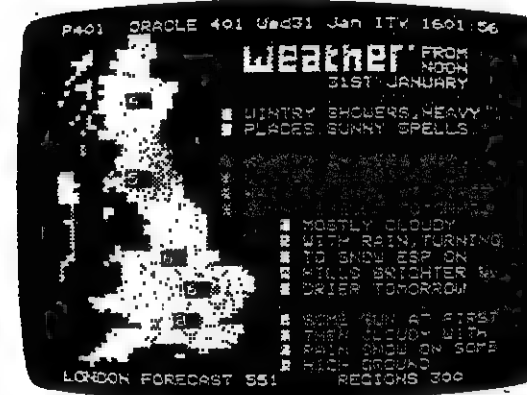
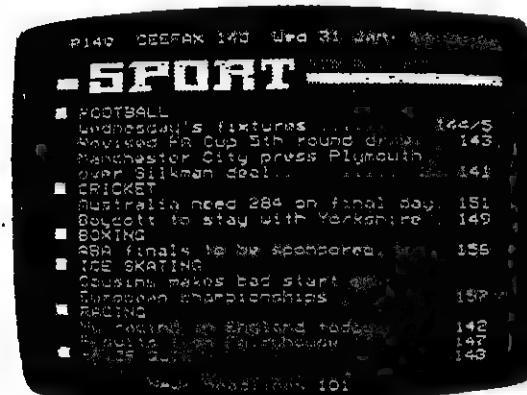
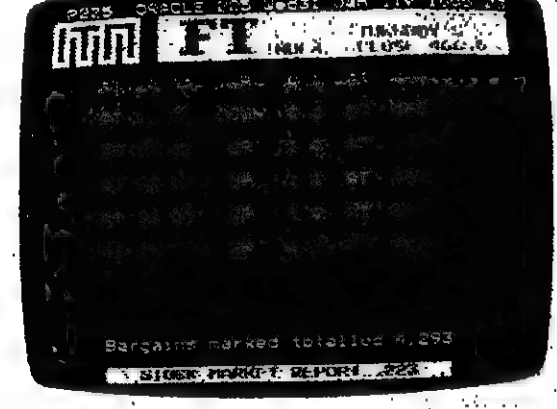
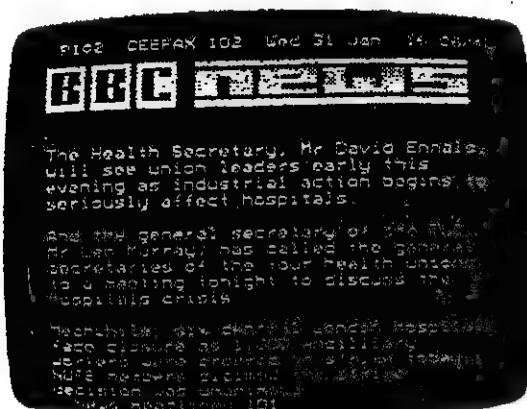
concerned about the cash and labour relations problems involved.

Other than the creation of ITV 2 it is unlikely that there will be any major upheavals in television. The new round of ITV contract awards, which take place over the next 18 months, may produce one or two surprises, but it seems that even the bloodthirsty of self-watchers see the IBA as hanging over only two of the present contractors. What is much more likely is that there will be some tinkering with areas so that the new contracts will not in fact relate to the same geographic franchisees as is the case at the moment.

Just as interesting is the growing impact of local radio on the BBC's one time monopoly of wireless. The Government has now given the go-ahead for a considerable expansion of local commercial radio in Britain and acknowledged the fact that the BBC cannot hope to compete with the rate of this expansion. Already there is a world war between independent local radio and the BBC over

CONTINUED ON NEXT PAGE

PHILIPS



A choice of viewing on the Philips 674.

The Philips 674 is no ordinary television set. It's also a teletext receiver.

This means that the BBC's Ceefax and IBA's Oracle are available at a touch of the remote control unit.

These televised information services provide you with up to the second news, sport, weather reports and financial information.

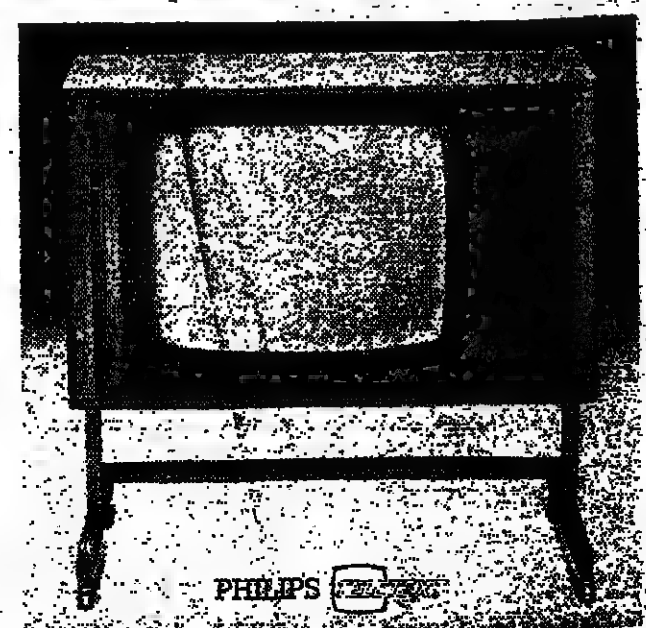
Or more leisurely items like gardening hints, cookery, and quiz games.

News headlines and the time can even be displayed as subtitles to ordinary programmes.

Naturally, the 674 also gives marvellous reception of BBC1, BBC2, and ITV on its 26" screen and there's also the Philips 666, a 22" Teletext receiver, available.

So whatever you choose to watch, there's no better choice than Philips.

Simply years ahead.



HOME ENTERTAINMENT III

Television realises its potential

OVER THE PAST decade television has established itself firmly as one of the most important entertainment media. There is a television set in almost every home in Britain and only the U.S. outnumbers the UK in the number of sets per household.

It seems logical then that any development in home entertainment should be centred on television receivers since they are so numerous. Today, the addition of a small electronic unit plugged into the aerial socket can turn the screen into a tennis court, football ground or the stage for an intergalactic space war.

When the first video or television games appeared about five years ago they were direct imitations of amusement arcade games and were very limited in repertoire, being variations on bat and ball games.

Now manufacturers have realised that more sophisticated games are required to maintain sales and have been introducing the idea of programmable games. Semi-conductor companies such as General Instrument, Micro-electronics and Texas Instruments, and games makers like the British company Videomaster, owned by Waddingtons, and the U.S. Magnavox, part of the European Philips group, are involved with this type of game.

Programmable games consist of a basic unit into which different cassette games can be plugged, allowing the players to add extra games to their collections with little added cost. However, video games are still a relatively small part of the home entertainment market and are still not as prevalent in Britain at least, as manufacturers had hoped.

Video

One of the most interesting areas of activity at the moment is home video recording systems. Over the last year or so manufacturers of video cassette recorders have been very active in promoting these machines, which record directly from television signals coming into the home.

The problem which held back the market for a long time was the lack of standardised design in video cassette recorders, which meant that cassettes could not be interchanged between machines of different manufacture.

There has been no final agreement about this but makers seemed to have associated themselves with one of three different designs which are based on machines from Philips, a Japanese system—Sony's Betamax and Matsushita's Video Home System.

The major supporter for Philips is another European company, Grundig, while Sony claims that Aiwa, Pioneer, Toshiba—all Japanese—and the U.S. Zenith Corporation favour its Betamax system. Matsushita's VHS system appears to have considerable support from organisations such as Akai, Hitachi, Mitsubishi, Sanyo and Sharp in Japan (as well as its two subsidiaries JVC and Panasonic), RCA in the U.S. and Thorn in Britain.

The war between the three systems is increasing as manufacturers introduce more features to their models to

attract more sales. Shortly after Philips announced that it was going to introduce a cassette player which was capable of long playing and could be programmed to record nearly two weeks in advance, Matsushita said it would launch a new machine in August capable of recording up to six hours' play which reduces the cost for recording programmes considerably.

For more than a year Matsushita has been exporting four-hour machines to the U.S. and sales there for players were 400,000 last year and expected to double at least in 1979.

In support of such cassette recorders and the video disc players—which are the video equivalent of long-playing records—companies in the entertainment world have been making pre-recorded tapes and discs for people to buy.

Worse

Discs and records come under the generic name of videograms and have excited such organisations as MCA, which owns Universal Pictures in the U.S. and EMI in Britain, who are now producing their "Play" magazine programmes and major films are all appearing on cassettes and discs.

If the video cassette recorder market suffers from a lack of standardisation, disc players are in a worse position since there are even more variations to choose from.

Most of the companies working on recorders are also making disc players. For example one of the most prominent appears to be the Philips optical video disc system which uses digital electronic techniques.

The company believes that since there is no stylus which comes into physical contact with the disc, it has long life; and the method of encoding music digitally—in a binary code—means that the player is more tolerant of surface defects giving consistent sound quality.

But perhaps the most significant development of all in the home entertainment field—which could turn the television receiver into a home computer terminal—is the Post Office's Prestel information system.

Most of the industrialised countries—West Germany, the Netherlands, Switzerland, and organisations in the U.S. such as General Telephone and Electronics—have taken out a licence to use this British invention, which was publicly announced in September 1978 but did not actually "go public" in Britain until March this year.

The Prestel concept is that the television set can be linked via the telephone network to a vast computerised information service, in fact the add-on unit, which allows the television to become what is effectively a computer terminal, even automatically dials the number of the local information computer.

Prestel can provide a news service, weather forecasts and runs a complementary service to the Teletext information service run by the Independent Television Network and the BBC. Ceefax and Oracle, the two teletext services run by the broadcasting companies, are broadcast and received in the same way as normal programmes and that means that there are certain restrictions

including the amount of information it can provide, which limits its application.

Prestel, on the other hand, has almost endless possibilities, limited only by the size of the computer. At the moment most use of the system is made by businesses, which can afford the rather expensive priced sets—up to £1,000.

Prestel provides financial guides and publishers use it to produce magazines, as well as advertisers with goods and services for sale. Entertainment and shopping guides are also available. Each user pays for the type and amount of information which he requests on his receiver.

In the future, Prestel could form the basis of an electronic mail system where the local computer could store and deliver messages between receivers.

Since each user has a unique code number and it may be possible for the Prestel computer to be linked directly to other computers—this already happens in the case of the Stock

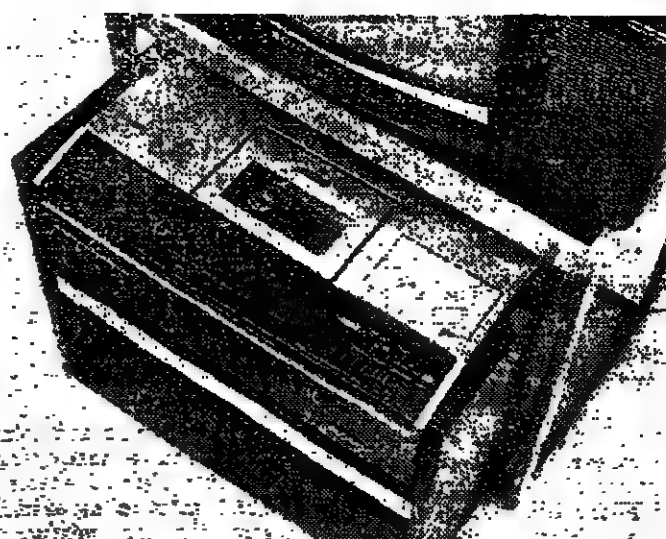
Exchange for details of share prices—then other opportunities open up.

For example, television receivers could be used to request bank statements, order goods and even pay for them either by quoting a credit card number or allowing direct transfer of credit from one bank account to another.

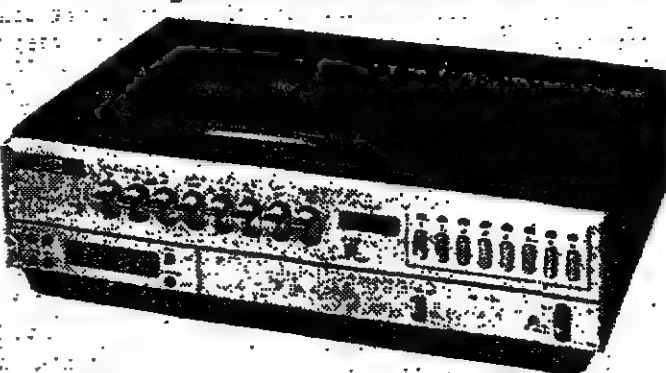
By adding a small printer to the system, typed records of business transactions, messages, bank statements, bills and other documents could be produced over the network to create what could be a complete home information system as well as an entertainment medium.

But, at the moment we are only at the beginning of the change of the television set's role. Prestel and the Teletext systems still have a long way to go before they gain general acceptance and one of the main reasons is the high cost of buying a suitable receiver, which can only fall in price when interest grows.

Elaine Williams

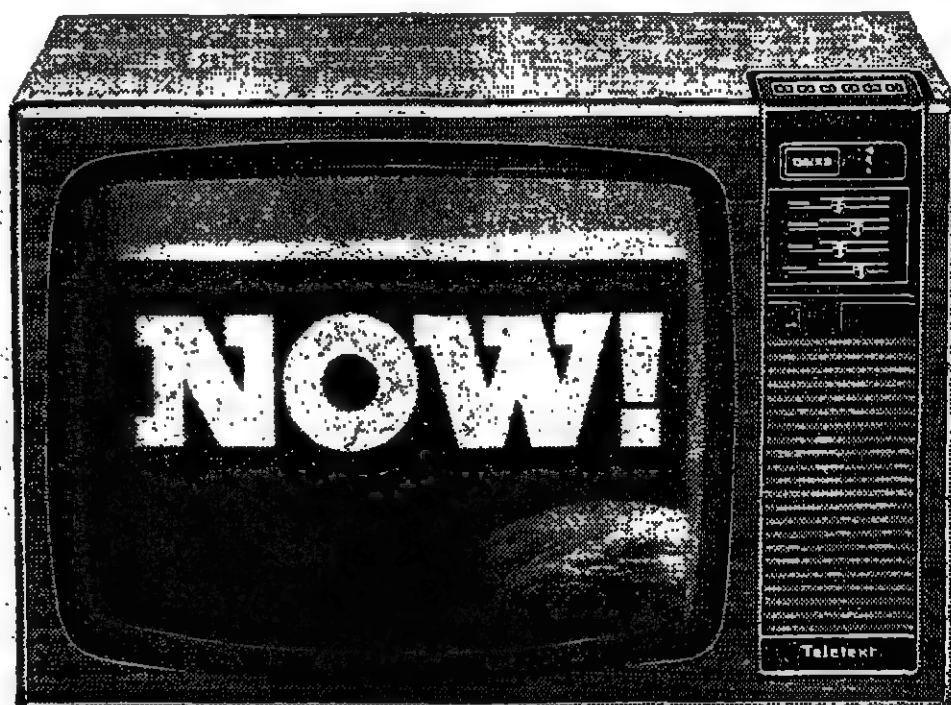
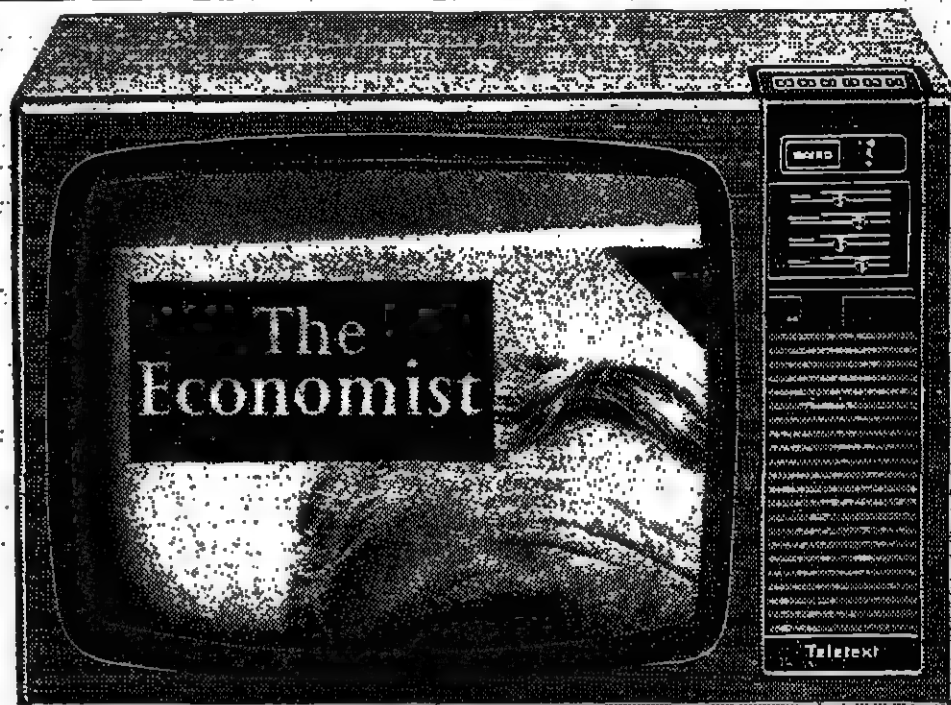


The Sony Betamax video-cassette recorder



The new JVC HR3330 video-cassette recorder which has a three-hour recording capacity and a built-in eight-day LED clock/timer

Right: A Ferguson Videostar black-and-white camera with portable video-cassette recorder. Addition of a TV tuner/timer unit converts the portable into a home video-recorder



Politics

CONTINUED FROM PREVIOUS PAGE

audience figures, with the radio stations suggesting with some justification that the Corporation is less than eager to release audience figures for those areas where it is in direct conflict with commercial stations. There is little doubt that Radio One has been remodelled simply to contrast the commercial stations in their prime market areas, pop music. How the BBC will react to a further proliferation of stations like Radio Capital, Piccadilly and Clyde is going to be fascinating to watch. Again the financial edge at least is with the commercial radio stations. In the last financial year London's Capital Radio was turning over sufficient cash to run a whole national BBC channel.

The expansion in the number of radio channels and the further development of television is likely to add impetus to the equipment market, and it is here that the consumer might expect to see the most fascinating changes. Both retailers and rental organisations are keen to see further innovations in equipment in order to stimulate replacement sales and they are unlikely to be disappointed. In the immediate future the expansion of the second set market in television could follow similar patterns to that in radio. Already mini-tv, and the first colour sets with tiny screens are now on the market. Such moves

towards a multi-television home are not without their implications for the television companies. Today a family tends to view as one and the same programme and the designed programme and the designed programme. The more sets there are in homes the greater the tendency for the programme makers to fragment their product and aim at specific audiences. Radio in both Britain and the U.S. is a clear demonstration of this happening, with specific tastes. It would not be surprising if television moved in the same direction, with two broad-based channels supplemented by a variety of off-air and cable services of specific and minority appeal.

The constant worry raised by commentators in this field is that the UK does not have sufficient entertainment talent to fill the time available and that therefore the general standard will decline as the multiplicity of channels expands. The U.S. is offered as an example of the horror that could come. So far, however, the supply of talent seems to have kept pace with demand, except perhaps in the field of light entertainment.

We seem therefore to be in for a few years of expansion and pecking in the world of television and radio. At the end of it all there will certainly be much more of it around. Whether or not it will be better is still an open question.

Arthur Sandles

Renting Teletext or Prestel from Radio Rentals-like having your own news-agency in your living room.

TELETEXT PRESTEL Two amazing new information services which give you instant access to a whole new world of accurate and up-to-date information and news.

For businessmen particularly, Prestel will be an indispensable tool. In the home, it will be of real benefit to the whole family.

Currently on trial, but expected to be available for rental very soon, it offers a library of over 100,000 pages. Already they can let you in on topics like current share prices. Developments in markets from Tyne Tees to Tokyo. Prices of raw materials. Market shares of rival brands. Technical and legal details. Foreign exchange rates.

And a host of other vital data—with more pages being added to the central bank all the time.

But Teletext and Prestel are of general interest, too, with pages of information on subjects from gardening to holiday availability

to food prices to career data to train times to racing results and even classified ads.

You are already able to place orders via Prestel for some goods and services advertised on-screen and pay for them by transmitting your credit card number.

These futuristic sets also, of course, receive all three television programme channels.

Rent Teletext or Prestel from Radio Rentals and you get real peace of mind.

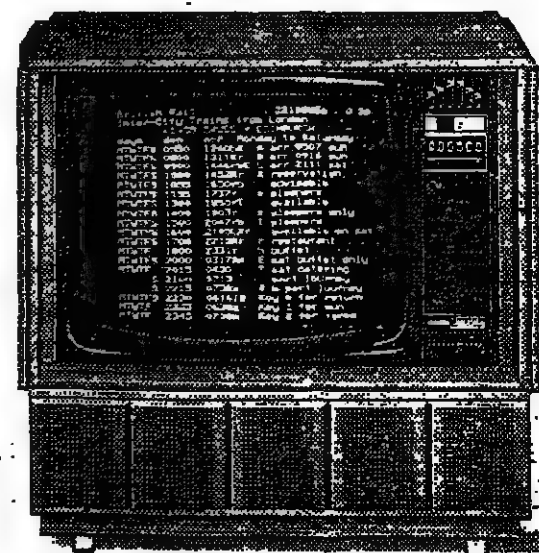
The peace of mind that comes from being able to choose from an attractive range of 22" and 26" Teletext sets now—and before long, from a range of sets which provide both Prestel and Teletext.

The peace of mind of knowing that Britain's most experienced colour TV service is behind you.

And the peace of mind of knowing that, when later generations of home information

sets come along, you can change your existing Radio Rentals set for the later, more advanced models. Every year, if you wish.

Your local Radio Rentals showroom will be pleased to arrange a demonstration any time.



Rent from Radio Rentals—get real peace of mind.

Rent the Philips TV Recorder for £3.95 per week

When it comes to TV recorders, the Philips N1700 VCR has all the advantages you'd expect from the makers of Britain's most popular colour TV.

But perhaps the best thing about it is the convenient way you can have all those advantages simply by renting one from Visionhire.

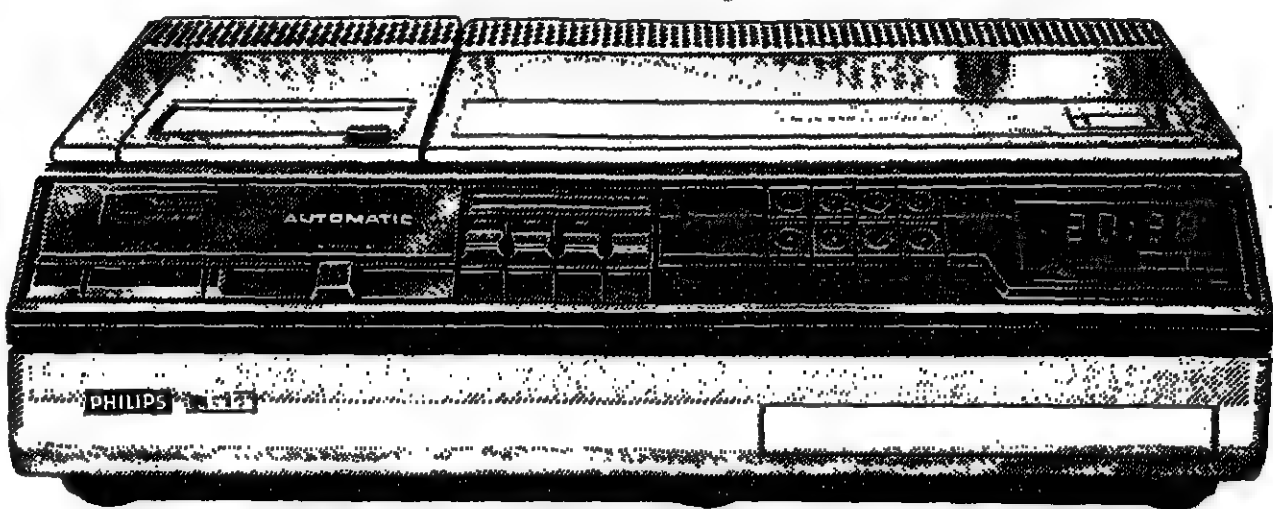
Renting a Philips TV recorder from Visionhire* works out as little as £3.95 per week, if you take advantage of our Year Plan.

Included in the cost of the rental is the peace of mind you'll derive from knowing that Visionhire's renowned high service standards are available to you from over 400 branches round the country.

And the reassurance that Visionhire will explain the Philips TV recorder to you, demonstrate it to you, install it for you.

Plus the option to change it for a new one, should you ever want to, simply and comparatively inexpensively.

One day, most homes will have a TV recorder. Visionhire have made it easy to have one in your own home today.



*Only 6 months advance rental required by law, 1 year minimum contract.
Recording playback of material may require consent see Copyright Act 1956. Also the Performers Protection Act 1958-1972.

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Go computerized with the amazing Grandstand Video Entertainment Computer, a true computer with over 16,000 memories and thousands of game variations. Spitfire, Torpedo, Hangman, Space War, Tank Battle, the Amazing Maze, Blackjack.

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HOME ENTERTAINMENT IV

The complex world of hi-fi

IF THERE is one aspect of hi-fi which deters the novice it is the enthusiast's apparent addiction to change. Built-in obsolescence seems to have an added dimension when it comes to record players, cassette decks, amplifiers and the like. The determination to make things bigger, better and brighter — and confusingly complex — is a considerable deterrent for anyone making the change from simple stereo to real high fidelity listening.

The industry encourages this hunger for things different. The average piece of hi-fi equipment has a very long life indeed and, without a little technological encouragement, the manufacturers would have thin pickings from a market which simply bought replacements for worn out items. Thus the feverish delight in printing exhaustive lists of technical specifications, lists which show that things have moved just a little bit nearer to perfection in sound — whatever that might be.

The hi-fi business lives on what it loves to call "trading up."

As far as the average buyer is concerned it is a game to avoid, something easier said than done. The dilemma for the commentator is that the improvements are often real enough—record decks do run truer to speed, cassette units do have more reliable heads, amplifiers do process sound with more accuracy—but the changes are not necessarily of such import as to make the consumer worry about having out-dated equipment in two years time. Occasionally there are such changes, the introduction of Dolby noise reduction on cassette decks was an example, but by and large they are rare. The reality of the life for most of us is that the hi-fi is usually hit enough, and it is reliability which is of greater long term importance.

And all that was really an apology before moving on to a look at the changes which are in the wind at the moment. For as ever, things are happening which will push the hi-fi frontiers just a little bit further out.

Reducing

The key words in hi-fi at the moment are "micro" and "digital." The first applies to the size of basic equipment, which is suddenly reducing at a remarkable rate while doing the same job, and the second refers to ways to recordings and reproducing sound—changes which might, in decades rather than days, change the way we play music in our homes.

Taking the immediate subject first, the hi-fi buyer today is likely to find that among the bulky and knob-buttoned pieces of gleaming technology in most hi-fi stores there is an increasing number of much smaller units. Most of the major Japanese manufacturers seem now to have micro-systems and by all reports are working on even smaller ones—although clearly there is a limit below which the controls become too small to be convenient.



Looking for a bargain in London's Tottenham Court Road

Micro units, about half the size of conventional systems, seem for the moment to come in packages rather than be sold as individual pieces. Around £500 will get you a complete system (amplifier, tuner, cassette deck and sometimes speakers) and you can pay a great deal less. Turntables, of course, defy miniaturisation and are not usually part of the pack.

The plus of the micros is that their size makes them much easier to fit into the average modern house. The question marks hang over servicing, since they are such novelties there is no track record.

The longer term excitement is not over such fripples as the size of equipment, but instead over the very basics of hi-fi itself — the way sound is recorded and replayed. Digital recording is a system which effectively breaks down sound into computer talk. Digital methods are already having their impact behind the scenes in both radio and television broadcasting and are now creeping into the recording studios. In the immediate future this is of more concern to the record makers than the consumer, since they will be replacing conventional recording techniques with their own digital systems and then transferring the result onto conventional discs or tapes.

Further into the future, however, the digital information will be sold to the public in a completely new form of store, probably, but not necessarily, a laser scanned disc system. Inevitably there are enormous internal debates going on within the industry over what system to use. The failure of quadraphony, largely due to

public boredom over the inability of manufacturers to agree, has left a great many wounds. For the moment the consumer need not worry about his present equipment being outdated in the foreseeable future.

The one incentive that the industry has for hastening change is that the hi-fi market has been far from buoyant over the past four or five years. The golden years of Tottenham Court Road have faded a little and made way for a harsh world which is full of high flown promises and price cutting.

Risky

Perhaps as a result of this hi-fi systems do not seem to have grown in price at the same rate as inflation. So wide is the price range that talking in terms of costs is always a risky business, but the average consumer who simply wants a respectable and reliable system that will play his records and tapes to a reasonable standard will find that £300-£500 will go a very long way. For basics you will need a turntable and cartridge which will cost say £70-£100. An amplifier will cost say £100, or a receiver (which is an amplifier with its own stereo radio) can be had for around £150-£200. Speakers will cost £120-£170, and a cassette deck could be included for about £150.

If you have a lot of space you may need a bigger amplifier and bigger speakers than these price tags will provide. But, at the risk of upsetting the real buffs, in my book to pay more than those prices puts you into the realm of an enthusiast, and to pay much less consigns you to the ranks of "mid-fi."

If money is not a consideration and you simply want the best, be ready to part with considerably more than £1,000. Fortunately for the buyer there is a great deal of helpful information around. Few businesses are as well supplied with magazines as hi-fi and an investment of even a few pounds on buying this month's selection before walking into a store is well worth it. Such is price cutting today that the bargains to be had are remarkable. Check first, however, on servicing. Some discount outlets simply do not want to know if a piece of equipment starts giving trouble.

Right at the opposite end of discounting there has now grown up an increasing number of hi-fi consultants—not much question of barbone-press here, but certainly a great deal of useful assistance and advice and the design of a system which will work well in your home.

There is, however, one danger in seeking advice or reading too many magazines. Hi-fi is addictive. If you think "Which?" magazine is confusing because it soon tells you every piece of domestic equipment, wait for some alarming news from the hi-fi commentators. Before you know where you are you too will be looking for full mid-fi, worrying about cross-over, and expressing concern about the drivability of your speakers. Me, I'm already worrying about whether or not musical cassette tapes are going to outdate my own creaking system—but that's another story.

Arthur Sandles

Live music makes a comeback

THE BRITISH are a musical race. There are around 2.2m people in the country and over 3m people can play to an unspecified standard. Most of the pianos are of the family heirloom variety and are probably out of tune if not actually disintegrating as central heating destroys their pre-war mechanisms. Annual sales of new pianos are a more modest 13,000 odd, although as many again are exported.

But if the UK piano sales are valued at £25m a year and increasing gently, electronic organs are a buoyant business. There are over 200,000 practitioners at the organ and sales could be a third higher this year at a value of £30m. All other musical instruments, together, of which guitars are the most prominent, have a turnover of almost £40m.

It is the organ which is making the running. Unfortunately virtually all the organs sold in the UK are imported, with the Japanese Yamaha market leader with sales approaching £10m, followed by the American manufacturers Hammond and Lowry and Farfisa of Italy. Most organs are in the £600-£2,000 range, but Yamaha's most popular model, at £1,845 is at the higher end of the bracket, and each year it sells half a dozen of its top notch line at £51,111.

These go to the serious professionals, but undoubtedly many organs are sold to the aspiring groups which have mushroomed by the thousand—or by the 50,000 if some

estimates can be believed—around the country. The organ's comprehensive sound is ideal for small ensembles. Unlike the piano its popularity is not so much based around the home as around the pub, and professional engagements. Its addictiveness tends to trade up constantly to more costly models with extra refinements. The popularity of the organ is underlined and encouraged by the success of the Yamaha Schools, of which 16 are in operation with another four planned by the end of the year. The schools teach novices to play the organ and are effective enough to convert 80 per cent of trainees into purchasers of organs: Yamaha models naturally. The company supervises the operation, which is run at a local level by its dealers, and experts try to ensure that participants get their £30 worth for their 12 lessons. The contemporary appeal of the organ is apparent in the fact that Kemble, the biggest piano manufacturer in the UK encourages its workforce to take organ lessons in their breaks.

Undoubtedly the organ is rather down market compared to the piano, and appeals to older enthusiasts who never had the opportunity of piano lessons in their youth. An added attraction is that it is comparatively easy to play and there are simple models which are very inexpensive. It is an addictive instrument with a wide range of sound. It also leads its public on to related equipment, like synthesizers, currently

enjoying a great boom because of their ability to simulate all the sounds of a small band. Synthesizers, which can cost as little as £275, are predominantly for group rather than domestic use.

But pianos, too, are enjoying a boom. Indeed, musical instruments (apart from guitars which are aimed at the financially fickle teenage market) tend to ride economic slumps very well, perhaps because bad times force families in on themselves and encourage home amusements rather than public outings. Most pianos are bought for children, and the importance of schools in providing lessons is a vital factor in their continuing popularity. The cost of a piano, ranging from £800 to £2,000, is encouraging rentals; although many rented pianos are subsequently bought. It is possible to buy cheaper imported pianos for under £800, but a bad instrument is the easiest way to turn a keen young player against the whole idea. Most of the imported pianos come from South Korea and Mexico.

Perhaps the majority of bargain pianos are the second-hand models which can be bought through small ads for under £100. This is an even more risky way of acquiring an instrument. It costs a great deal to tune an old piano back to perfection, and most pianos made before 1939 are incompatible with modern homes. On the other hand, there are lots of really old pianos—dating back to the early decades of the 19th century—which are good buys not so much because of their

musical qualities, which are virtually non-existent, but because they are very fine pieces of furniture. At the moment furniture dealers are suspicious of them, while buyers of old instruments are aware of the costs of reconditioning. For anyone wanting an antique that could become a prize musical toy, 19th century pianos offer an enticing opportunity.

For those who find learning to play the piano something of an ordeal, the pianorecorder has just been launched in the UK after a successful three-year introduction in the U.S. This is a programmed piano which plays itself, not only useful for background sound when the professional pianist wants to take a break, but also for the novice who would like to know what it feels like to play like a master. One added attraction of the pianorecorder is that it can be used in instruction—learners can immediately discover by playing back the tape where they are going wrong.

So musical instruments are enjoying a revival. Demand may be sluggish for guitars and other portable instruments, but even here, thanks to the missionary work of schools, many more children are playing a musical instrument, and a wide variety of instruments than ever before. As for pianos the UK is a busy exporter to Europe, and homes that would never have made welcome a piano are now welcoming to the electronic chords of the organ.

Antony Thornecroft

Companies and Markets

INTERNATIONAL COMPANIES and FINANCE

Isuzu sees gain on last year's record

TOKYO—Isuzu Motors said that it expects profit before-tax and special items for the current business year, ending October 31, to increase slightly to a record ¥25,500bn (¥181bn), from the high of ¥25,250bn last year.

The rise, it said, would stem from increased domestic truck and car sales and increased export profitability. Total vehicle sales this year would rise to 430,000 from 397,000 last year.

Sales for the year would rise to a record ¥650bn (¥489bn), from ¥572.3bn.

The company declined to estimate after-tax profit for this year. Last year it reported a record after-tax profit of ¥13,430bn.

Profit before tax and special items next year is thought likely to fall to about ¥20bn, because of an increased interest burden, capital outlays on plant and equipment and a decline in domestic demand for large trucks.

Engineering venture

TOKYO—A Japanese shipbuilding and engineering consortium has established an engineering company in Singapore, Hitachi Shipbuilding and Engineering Company, announced.

Concerns belonging to the consortium, apart from Hitachi Shipbuilding, the leader, are Hitachi Zosen Engineering Company, a subsidiary of the leader, and Hitachi Zosen Robin Dockyard (Pte), a joint-venture between Hitachi Shipbuilding and Robin Dockyard in Singapore.

The newly established company, Hitachi Zosen Engineering Singapore (Pte), will handle engineering services for petrochemical and oil refining plants.

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First interim by Paribas suggests profit growth

BY TERRY DODSWORTH IN PARIS

PARIBAS, the French banking group, has for the first time produced consolidated half year figures, dealing with the six months ended June this year. They indicate further progress in the group's activities, with pre-tax profits reaching Ffr 326m (¥76m) for the half, compared with Ffr 273m for the whole of 1978.

Profits of the parent company amounted to Ffr 264m against Ffr 465m for the twelve months of last year. On a strictly comparable basis the profits of the company have risen by 13.7 per cent against the same six months period last year.

Some 70,000 new shares have been created since the beginning of the year following the obligatory conversion of certain rights, the bank says. Profits per share have risen by 12.8

per cent to Ffr 18.90. This is calculated on the basis of comparing this year's half year figure to half of the profits per share for the whole of 1978.

The group now calculates its total value at Ffr 8,940bn net of the parent company's share in the group's activities, after deducting minority interests amounting to Ffr 6,550bn. Paribas Ffr 5,360bn at the end of last year. This corresponds to Ffr 469 per share compared with Ffr 430.

CHARGEUR REUNIS, the French shipping and transport company, is raising Ffr 740m (¥174m) in a rights issue which will give shareholders one new share for five. The nominal Ffr 120 shares will be issued at a price of Ffr 200, raising the capital of the company from

Ffr 224m to Ffr 269m.

In a separate move, timed for the same period, the company is aiming to raise the nominal value of its shares, including the new issues from Ffr 120 to Ffr 150. This will further increase capital to Ffr 338m on the basis of the 1.9m old shares in issue and the 373,000 new ones.

STEEL PIPE producer Societe Vallouire, reports a first-half profit of Ffr 117.5m (¥28.25m) before depreciation allowances, up from Ffr 84.1m a year earlier. Depreciation totalled Ffr 114.5m, leaving a net profit of Ffr 2.6m, compared with a loss of Ffr 9.3m in the first half of 1978.

Turnover in the six months was Ffr 2.7bn, an increase of 6.2 per cent.

Volker Stevin lowers forecast

BY CHARLES BATCHELOR IN AMSTERDAM

VOLKER STEVIN (VS), the Dutch construction and dredging group, has revised downwards its profit forecast for the first half of 1979. Against earlier forecasts of maintained earnings, the company now says that net profits in 1979 will be lower than last year.

On the basis of the company's performance in the first six months it expects a net 1979 profit of just over Ffr 80m (¥40m) compared with Ffr 85.5m last year. Sales are expected to total Ffr 2.7bn against Ffr 2.83bn.

The profit forecast takes into account the group's 40 per cent stake in the operating and winding-up losses of the Netherlands Offshore Company. This has already been partly provided for in the past by a lower valuation of the shareholding of VS.

As for actual orders, these are now more than 10 per cent higher than the level set at the start of the year at Ffr 2.5bn. VS recently announced new orders worth Ffr 375m from Europe, Africa, the Middle East and Brazil.

In contrast another shareholder in Netherlands Offshore Company, Dredging and Construction group, Bos Kalkis Westminster expects to achieve a net profit of more than Ffr 60m (¥30m) for 1979 compared with Ffr 50m. This takes into account its share in the operating loss of NOC which

amounts to about Ffr 20m but does not include some Ffr 45m of exceptional losses resulting from the disposal of the assets of NOC.

Bos Kalkis expects turnover on completed contracts to rise to Ffr 1.7bn this year from Ffr 1.6bn in 1978. Its order book was Ffr 2.7bn in July, unchanged on the position at the end of 1978.

After-tax profit in the first half of 1979 fell to Ffr 23.4m from Ffr 23.5m in the same period last year while turnover rose to Ffr 760m from Ffr 690m. These figures reflect, on a proportional basis, a number of long-term contracts which will be completed in the second half of the year. Trading profit rose sharply to Ffr 72.5m from Ffr 42.7m.

The contrast between the performance at the after-tax and trading levels is explained by an increase in interest charges by Ffr 6.1m to Ffr 19.2m. Extraordinary income fell to Ffr 2.6m from Ffr 8.4m.

The share in the losses of associated companies rose to Ffr 21.4m from Ffr 3.8m, due largely to the operating losses of NOC, the assets of which are being transferred to Oceano, a subsidiary of J. Ray McDermott.

The tax charge was slightly higher at Ffr 11.1m compared with Ffr 10.4m. Investment in fixed assets amounted to Ffr 60m compared with Ffr 130m last year.

Skandia expects upturn

BY VICTOR KAYETZ IN STOCKHOLM

SKANDIA, the Swedish insurance company, believes its 1979 earnings on non-life business will total about Skr 580m (¥127m), compared with Skr 480m last year. In April the company forecast a slight decline to Skr 450m for the current year.

The autumn report predicts that Skr 270m of this projected profit will come from capital management, against Skr 200m

in 1978. Earnings from domestic insurance are expected to drop from Skr 200m to Skr 200m, and international insurance earnings will increase from Skr 280m to Skr 380m. Skandia believes the Skr 380m premium income is expected to increase by 8 per cent to Skr 525m (¥136bn), with Skr 2.5m of this emanating from international business.

This year's premium income for life and health insurance will rise by 18 per cent to Skr 1.4bn,

MBB sets deadline for link with VFW

By Roger Boyes in Bonn

WEST GERMANY'S leading aerospace manufacturer, Messerschmitt-Bölkow-Blohm (MBB), yesterday announced that preparations for a proposed merger with VFW-Fokker would have to be completed by the end of the year if the link-up was to go ahead.

Signalling its impatience with the protracted talks on the deal, MBB made clear that a pre-requisite for the deal would be VFW's separation from Fokker, the Dutch half of the company. MBB also urged Bonn to ensure that VFW carried out its much-heralded restructuring plans.

MBB indicated that action on these points should be taken before December 31 because the uncertainty was tying up its investment programme for 1980.

Talks on the merger, which would create the first fully unified German aerospace industry, have been an enduring feature in Germany's economic landscape for several years. VFW-Fokker, which has concentrated on civil aircraft, has had a long and difficult time since the success of the Airbus government credits and the shedding, at Bonn's demand, of the unprofitable VFW-614 short-haul jet have helped to bring it back in the black—and have strengthened its negotiating position with the more languid MBB.

Various state governments are also concerned that a merger would mean the closing of marginal plants and create unemployment. To keep a financial eye on the merger, Bremen has bought control of a holding company that owns 24.4 per cent of VFW while Bavaria and Hamburg between them have 49 per cent of MBB. This, too, has been an inhibiting factor in the talks.

A further complication is the apparent reluctance of the Dutch Fokker shareholders to sanction the split with VFW now that the performance of VFW is improving.

MBB is now clearly indicating to Bonn that it should put pressure on VFW-Fokker, both to ensure that a split goes ahead and to make certain that the financial restructuring is carried out satisfactorily.

Margins slim at Beatrice Foods

BY OUR FINANCIAL STAFF

SIGNS of a slowdown in earnings at Beatrice Foods were indicated yesterday in the report on second quarter trading by the major food processor, which also operates in the area of chemical products.

For the first half, earnings were \$1.43 a share, compared with \$1.35 for the same period last year. For the full year, earnings of \$3.50 have been forecast against \$2.50 previously.

Net earnings for the first-half have increased from \$132m to \$147.3m, on sales of \$4.08bn compared with \$3.56bn last year.

In the second quarter, Beatrice pushed earnings ahead from \$68.3m, or 87 cents a share, to \$73.1m, or 73 cents a share. Sales at \$2.08bn, compared with \$1.81bn.

In the opening quarter, sales advanced by \$100m, reflecting in part the acquisition of Tropical Products. But profit margins showed signs of pressure and pre-tax income rose by only 9.9 per cent. Sharply higher preferred dividend payments left earnings up only 6 per cent, at 70 cents a share.

25m shares traded in two hours on Wall Street

BY OUR NEW YORK STAFF

VOLUME on the New York Stock Exchange surged again in the first two hours of trading yesterday, after the spectacular gain of more than 17 points in the Dow Jones Industrial Average on Thursday.

More than 15m shares changed hands in the first hour and 10.5m in the second, compared with nearly 9m and 7.2m in the same periods the day before.

Market analysts gave two reasons for the surge. One was the response to the huge rise on Thursday afternoon, which occurred only in the final hour of trading, and sharpened expectations at the opening yesterday.

The second related specifically to reports of an oil find off the East Canadian coast.

Dealers said that Thursday's surge appeared to have been triggered by reports of a major oil discovery off Newfoundland. Stocks of companies with an interest in the well, mainly Mobil and Standard Oil of California, shot ahead, and drew many other oil majors along with them.

But early yesterday, results of tests at the well were published, and analysts described them as "disappointing." This triggered off equally large sell-off, which wiped out most of Thursday's gains.

FTC-E Exxon case expected

WASHINGTON—The Federal Trade Commission and Exxon Corporation were expected to submit yesterday their proposed findings on the FTC's request for an injunction blocking or restricting Exxon's takeover of Reliance Electric.

However, U.S. District Judge John H. Pratt is not expected to rule immediately on the injunction request.

Barring an out of court settlement, Judge Pratt's opinion could be given next week, although he might well require more time.

The findings submitted by both sides will not be available for public inspection, as Judge Pratt has ordered that they should be kept secret.

AP-DJ

Chrysler told to put in detailed plan

By David Lascelles in New York

CONGRESSMEN from the State of Michigan have been told by Mr. William E. Miller, U.S. Treasury Secretary, that Chrysler, the ailing motor giant which is seeking \$1.2bn in Federal loan guarantees, will have to supply a more detailed plan for its revitalisation yesterday.

The Congressman from Chrysler's home state said after their meeting that Mr. Miller was looking for something "very detailed" including figures on a month-by-month cash flow, and who might lend money to Chrysler.

Mr. Miller indicated last week when Chrysler came up with its \$1.2bn request that more information would be needed. However, the Treasury Secretary is also trying to persuade Chrysler to seek other forms of assistance, including aid from local and state governments. His meeting with Michigan Congressmen could have been organised to that end. Mr. Miller himself yesterday described his meeting as one "to compare notes" with the Congressmen.

Meanwhile, Mr. Lee Iacocca, Chrysler's new chairman, yesterday appealed to the public for understanding on Chrysler's problems. In full-page advertisements in the leading newspapers, he said Chrysler was "not looking for a bail-out," but wanted to compete in a free market on an equal basis.

PRECIOUS METALS VERSUS OIL

Our views may be of interest.

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COMMODITIES/REVIEW OF THE WEEK

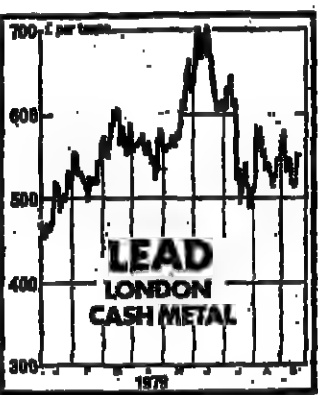
Silver 'fever' reaches a new pitch

BY OUR COMMODITIES STAFF

SILVER, and gold, continued to dominate the metal markets this week. The unprecedented movements in silver overshadowed all the other markets.

Yesterday silver fell back, but still ended the week substantially higher. The London bullion spot quotation at the morning fixing yesterday was cut by 110.4p to 651p an ounce. This was 54.7p higher on the week, but at one stage the fixing reached 550.5p an ounce after a rise of over 200p on Tuesday.

There were similar, although slightly less violent, fluctuations on the London Metal Exchange silver futures market. Last



night the market showed signs of rallying with the cash price closing at 676.5p an ounce, 52p up on a week ago.

Many theories have been put forward to explain the phenomenal rise in the silver market. It has obviously been strongly influenced by gold, and the continuing weakness in the dollar and sterling.

But the vast flow of funds coming into the market has exceeded all expectations, especially since only a few weeks ago it was generally expected that precious metal prices would decline. Trading in London has now been sharply reduced,

BASE METALS

COPPER—Firmly set on the London metal exchange with the market being affected by fluctuating exchange rates and the volatility of gold and silver.

Copper prices moved modestly up to 230p before moving down to 229p following pricing of contracts to 229p. The market then widened the bid-ask spread to around 24p. Pre-fixing, the bid and ask spread was 22p but it widened to 24p as copper prices moved up to 232p, the cash price rose to 232.5p on the week.

There was considerable nervousness in the base metal markets. Copper in particular was restrained by fears that it and the silver bubble burst would lead to a liquidation of copper holdings.

Nevertheless, the market was underpinned by a small fall in warehouse stocks, when a small rise had been forecast, and a further decline is predicted. Copper cash wirebars yesterday closed 22p higher on the week at 232.5 a tonne.

Currency uncertainties, and a shortage of supplies available to the market, boosted tin. The cash price jumped by 27p on the week to £1,125 a tonne, increasing its premium over the three months quotation to just over £100.

Cash lead rose strongly, by 53p to 555.5 a tonne, on reports of sustained buying demand and forecasts of a slight fall in warehouse stocks.

There was some confusion latterly as to whether stocks will actually decline, but the cash price is now level with the three months quotation after being 10 lower at the beginning of the week.

Cocoa prices moved sharply lower on the London futures market this week, finishing December position finishing 27s down at £1,468 a tonne.

Values moved higher on Monday, but this attracted some producer selling and the resulting decline was further encouraged by unofficial reports of improved West African crop prospects.

The coffee market also moved lower during the week but following a £34.5 rally yesterday November delivery coffee futures ended £10.5 up at £1,115 a tonne.

World raw sugar prices fell back in a reaction against the recent upsurge with the London daily raws price ending 23 lower at £114 a tonne.

COCAO

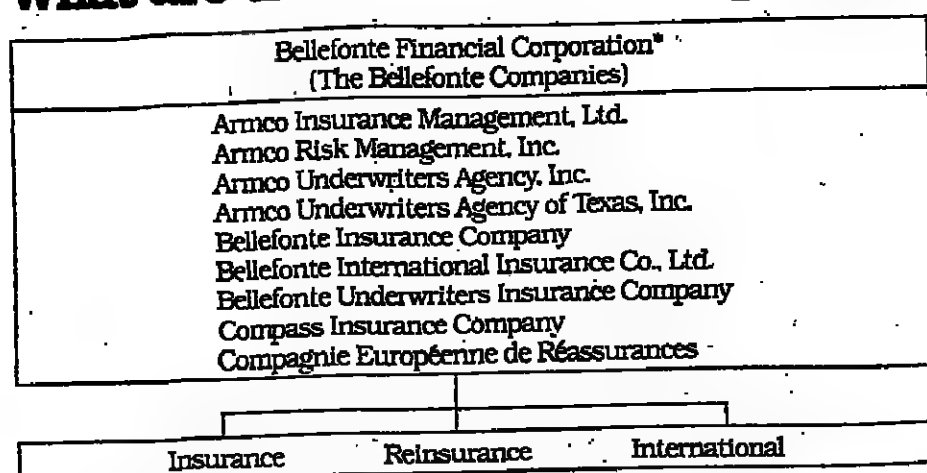
Trading during the morning was quiet with a narrow range. However, after a lunch recess selling resumed and values closed at the lows of the week.

Physicals from the light interest for the morning but origins were generally withdrawn, reported dull and down.

COCAO Yesterday's + or - Business Done

Month	Yesterday's	+ or -	Business Done
Sept.	1408-1409	-20	1480-1485
Oct.	1467-1468	-10	1462-1465
Nov.	1468-1469	-10	1462-1465
Dec.	1468-1469	-10	1462-1465
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Clarence Hatry, the young British wheeler dealer, whose spectacular collapse marked the beginning of capitalism's gravest ever crisis

The first great crash of '29

By WILLIAM HALL

IT WAS fifty years ago this week that the City of London heard of its horror that the empire of a young wheeler-dealer, Clarence Hatry, had collapsed. The Times rather stuffily concluded that "the deplorable affair" was of "no international significance." But many still believe that Hatry's spectacular collapse here in Britain (he paid for his own taxi and quaffed champagne on the way to jail) was one of the key events that shook confidence on Wall Street and helped to precipitate the Great Crash of 1929.

Hatry was one of those curiously un-English figures with whom the English periodically find themselves unable to cope," was how J. K. Galbraith summed him up in his book on the Great Crash. Hatry had lost a fortune in the early 1920s when many of his schemes had flopped spectacularly, but by 1927 he was back on his feet and being hailed as Britain's leading financier.

At the height of his career between 1927 and 1929 he controlled a dozen new companies and his schemes ranged from marketing coin-in-the-slot photographic kiosks to reorganising the entire British steel industry. His activities epitomised the boom mentality gripping both the British and American stock markets at this time. So when Hatry collapsed in 1929 with losses of £150m in today's money the stock market faced its worst crisis of confidence in living memory and the shock waves reverberated across the Atlantic. Wall Street in particular had reached such a level of speculative activity that it was extremely vulnerable.

Deadly spark

London and the Continental bourses of Amsterdam, Paris and Berlin had already been badly hit. Share prices were falling and the fear was that Hatry's collapse would spark off other major financial collapses which would spread to other stock exchanges around the world where there was a heavy British influence, such as Toronto and Johannesburg. In turn this would have spilled over into the New York market.

Although only 40 years old, Hatry lived expensively. He had a large house off Park Lane with its own swimming pool on the second floor and a pub in the cellar for the staff. After dinner he was sometimes to be found strolling along the Thames Embankment giving away £5 notes to tramps. He owned a string of race horses, a manor house in Sussex and the world's largest racing yacht, which required a permanent crew of 40, including two chefs, to staff her. He liked to entertain celebrities like the author Arnold Bennett.

Despite these luxurious trappings Hatry worked extremely hard, putting in a 15 hour day, seven days a week, on occasions. Some of the schemes he hatched were well founded. His Drapery and General Investment Trust formed in 1927 survived to become part of Debenhams, and Allied Ironfounders (a merger of several cast iron foundries in 1929) was eventually absorbed into Glynwed in 1969. But like a number of self-made millionaires his ambitions outgrew both his ability and his resources and when the Hatry group of companies finally collapsed on September 20, 1929, the news rocked the Stock Exchange.

The immediate reaction of the Stock Exchange was to take the dramatic step of suspending dealings in half a dozen quoted Hatry satellites and even worse it suspended trading in one of Wakefield Corporation's stocks which one of Hatry's companies



Clarence Hatry—the financier whose downfall led to the loss of £150m in today's money and a 14-year jail sentence.

had recently sponsored. As local authority issues were ranked virtually on a par with gilt-edged issues this last move underlined the extent of what was one of the gravest crises in the history of the Stock Exchange.

It took months for the authorities to sort out what had happened and at the end of the day Hatry had run up losses of £13.5m. In today's money this is the equivalent of £150m. Hatry was eventually sentenced to 14 years in prison for what the judge termed "the most appalling frauds that have ever disgraced the commercial reputation of this country."

Looking back upon the Hatry collapse one is impressed by his nerve and the scale of his ambitions. The key company in Hatry's empire was the Austin Friars Trust which was formed in May, 1927, and around which many of Hatry's other satellites revolved. At Hatry's trial, Sir Gilbert Garnesey, the eminent partner of Price Waterhouse & Co. who was commissioned to investigate the affairs of the group, concluded that the Austin Friars Trust had been "insolvent from the start."

In addition, it had never issued a balance sheet and had never had an annual general meeting. Yet the principal assets of many of Hatry's quoted companies such as Corporation and General Securities and Oak Investment Corporation, were loans to Austin Friars Trust. Another of Hatry's public companies, Retail Trade Securities was, according to Sir Gilbert, "hopelessly insolvent" and its main purpose in life was to buy companies from one bit of the Hatry empire and sell them to another.

It is easy to get sidetracked by the sordid details of Hatry's financial empire but to understand properly why Hatry collapsed, it is necessary to look back at Hatry's early career. Born in 1889, he went to school at St. Pauls and by his early twenties was well established in the City. He was very active in the post-war boom as a company promoter and his Commercial Bank of London set itself up in impressive premises on the corner of King William Street and Gracechurch Street. However, the bank went into liquidation in 1923 and many of his other early ventures flopped.

Britain. Such was his success that he started to move into the colonial loans market and made an issue for Melbourne.

While Hatry was taking over the local authority market the UK stock market was going through one of its periodic booms and this gave him chance to float off all sorts of companies. One of the most spectacular was Photomaton which had secured world rights outside the U.S. and Russia to "revolutionary" automatic photographic machines. The shares of the Photomaton Parent Corporation floated in 1928 reached 17s 9d at one stage but at the time of the crash were down to 1s 6d.

Not content with just one Photomaton company, Hatry started to float off lots of little Photomaton-like schemes (Lancashire and Midlands), (Far Eastern), British Photomaton Trading. But Hatry's first love was his grandiose plan for the rationalisation of the entire British iron and steel industry, and it was this, his "steel venture" as he liked to call it, which was the cause of his downfall.

He already had had some success with Allied Ironfounders and in the spring of 1929 made an £8m cash bid for United Steel and United Strip and Bar Mills. This was to be the vehicle for the takeover of much of the British steel industry and Hatry hoped that instead of taking cash the 40,000 shareholders would opt for shares in his new master company Steel Industries of Great Britain Limited.

Unfortunately, most people opted for cash and by the summer of 1929 Hatry had to start

hunting for extra funds. His first port of call was merchant bankers Montagu Samuel, which had backed some of his earlier deals, but after some initial enthusiasm they backed out (Hatry claimed they reneged on their agreement).

Hatry was by now getting desperate and attempts to raise money on Wall Street and the Continent failed. It was against this background that Hatry and his associates met on Sunday June 23 and hatched their fraud. That happened at this meeting but according to one version one of Hatry's lieutenants, an excitable Italian named John Gialdini, threatened to blow his own brains out unless Hatry went ahead and raised the money by issuing fraudulent local authority stock. Gialdini's suicide would have been a tremendous blow to City confidence in Hatry group shares, which Hatry was already supporting clandestinely in the market.

So Hatry and his men went ahead with what the judge at the subsequent trial called "wholesale forgeries of spurious securities in trustee stocks, which neither banker nor broker nor any member of the public would dream of suspecting to be other than genuine." The rest is a matter of history. The shares in Hatry group companies started to collapse in mid-September and after a vain attempt to secure the help of the Bank of England, Hatry gave himself up and Gialdini fled the country.

The Thomson Organisation Limited

INTERIM STATEMENT

The unaudited results of the group for the half year to 30 June 1979 with comparative figures are as follows:

	Half year to 30 June 1979	1978
Turnover	£190,515	£177,510
Trading (loss) profit	(3,523)	15,885
Interest	(747)	(1,565)
	(4,270)	14,320
Associated companies	828	750
(Loss) profit before taxation	(3,442)	15,070
Taxation	1,207	(8,353)
	(2,235)	6,717
Minority interest	(279)	(466)
Preference dividends	(2,514)	6,251
	(484)	(484)
Attributable to ordinary shareholders	(2,998)	5,767

Publication of The Times, its supplements and the Sunday Times was suspended on 30 November 1978 and has not yet been resumed pending a satisfactory outcome of negotiations about future methods of operation. The costs during the period of suspension in the half year to 30 June 1979 amounted to approximately £17.3 million and are included in determining trading profit.

Taxation has been provided in both periods on a full deferral basis. Any adjustments for both current and prior periods following the application of the UK accounting standard "Accounting for deferred taxation" will be made in the 1979 annual accounts.

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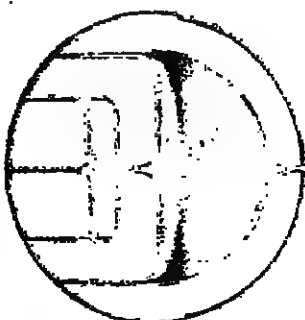
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Interim Dividend on Ordinary Shares

The unaudited results of the Group for the six months ended 30th June, 1979, are as follows:—

	First half 1979 £000's	First half 1978 £000's	Full year 1978 £000's
Turnover	47,974	33,371	77,618
Profit before taxation	2,880	2,250	5,250
Taxation	1,498	1,170	2,678
	1,382	1,080	2,572
Preference dividend paid	32	32	64
Earnings per Ordinary Share:			
Basic	11.23p	8.73p	20.90p
Diluted	9.89p	7.78p	18.47p

Following the removal of Government restraints your Directors intend adopting a policy of distributing a higher proportion of the Company's annual earnings and have declared an interim dividend of 2.10 per Ordinary Share which will absorb £374,506 (1978—£471p per share which absorbed £287,000).

The interim dividend will be paid on 9th November, 1979, to Shareholders on the Register at the close of business on 18th October, 1979.

During the first half of the year £104,535 of 7½% Convertible Unsecured Loan Stock 1982/87 was converted into 78,838 Ordinary Shares of 50p each.

Hall Engineering (Holdings) Ltd., Harlescott Lane, Shrewsbury SY1 3AS.

Prospects for the second half of the year had been looking distinctly encouraging but will now suffer from the consequences of the current national labour dispute. However, other factors could well have compensatory effects.

The disposal of Bidston Steel Ltd., the Group's wholly-owned subsidiary which operates the mini steel mill, for approximately £11 million has today been approved by the Company's ordinary share and loan stock holders. The results for the half year include a loss of £89,000 from this activity and your Directors are firmly of the opinion that our prospects for the future will be enhanced as a result of this disposal.

هكذا اننا كل

BOOKS

Making tracks

BY C. P. SNOW

The Old Patagonian Express, by Paul Theroux. Hamish Hamilton, £7.95, 339 pages

Mr. Paul Theroux, at that time a resident of Medford, Massachusetts, decided that it was desirable to travel through the American continent down to the tip of South America. Desirable, because he had an addiction for travel. How should this trip be done? By train, of course, since he had an equal addiction for railways.

This second choice might seem slightly eccentric. There are several ways of moving through the Americas, but railways are probably the most changeable and certainly the least comfortable. That didn't matter. This was Theroux's taste. He reminds one a little of a character in Cambridge psychology (the character had some, though tenuous, basis in fact) who used to announce: "as for me, I never drink anything but very old brandy." Hence, in some circles, "old brandy" came to be used as an adjectival phrase, denoting a "loafy" kind of eccentricity. Preferring to travel by train, Theroux is in an odd position. The Old Patagonian Express is a distinctly old brandy character.

He started at South Station, Boston, and in due course (interminably due course, for most travellers) arrived at Esquel. Esquel was the terminus he had settled on from the beginning. It is a little station town in Patagonia, which no one but Theroux is likely to have heard of. It has nothing to recommend it, addition-temporarily satisfied, Theroux returned north by air to Medford, Massachusetts, which didn't take so long.

The result of this pilgrimage is The Old Patagonian Express, one of the most entrancing travel books written in our

time. Travel literature in English is very rich. Sometimes the work has been notable for the difficulty, or the exploratory significance, of the enterprise—as in Polar expeditions, or trips across the Empty Quarter of Arabia. No one, least of all Theroux, would consider that going to Patagonia by train would discover much new geographical information, or would excite anyone by its dangers (though it had some). This book belongs to the second class of travel literature, which depends for its significance on something quite different, that is, the mind and personality of the writer.

Maugham, who said some very wise things about novels, remarked once that, in the long run, it is what we read novels for. It is certainly what we read books like The Old Patagonian Express for. It is that quality which makes the book stand high among its own kind. Theroux uses an epigraph from R. L. Stevenson. The comparison between Stevenson's work and Theroux's in this particular genre wouldn't show Theroux at any disadvantage.

He has, as he proved already in two previous books, The Great Railway Bazaar and By Train Through Asia, admirable equipment for this kind of work. He is unusually stoical, probably in physique, certainly in temperament. He is extremely observant and is at the same time a born solitary. He doesn't really need company, and becomes liberated when away from it. Travel is, this is not a new discovery—one of the best escapes from other's feelings and one's own. He is abnormally self-sufficient. Give him a bowl of rice, put him in a train going through wastelands at 20 mph, provide him with enough food for minimum subsistence, and he can survive, with a cheerful and tranquil spirit, to the ends of the earth.



Paul Theroux: solitary traveller

He has also some useful accomplishments. He knows a lot, and picks up more as he goes along. He doesn't stress the fact, but he is clearly a very good linguist. He hadn't been in Latin America long before he was easy enough in Spanish to take part in literary discussions. His own origins appear to be mixed, even by American standards. One grandparent was Italian, and he knows Italian well enough to identify regional accents. He travels on an American passport and lives in London. As well as being a born solitary, he is a born cosmopolitan.

He is the most dispassionate and disinterested (not uninterested, which would mean his polar opposite) of spectators. Sometimes this lowers the temperature of his book. He makes acquaintances on his journeys, and dismisses them like yesterday's newspapers. Everyone does that, but Theroux with more indifference than most. There were a few acquaintances on this journey whom he scrutinised with his cool,

appraising eye, saw accurately, judged to be boring and absurd, and drew a line under the transaction. One accepts his word that they were boring and absurd, but some observers would have been a shade more indulgent because they were trying to be kind. On the evidence of the book, he is, in an uninvolved fashion, good-natured, but that doesn't prevent him having the hardness of the self-sufficient, as well as the strengths.

Sometimes this has done harm to his novels. It doesn't hurt him, it gives edge and certainty to his personal writings. The introspective passages in The Old Patagonian Express are stripped free from all flummery, and are projected with much power and truth. He writes with the same clarity and lack of pretence whatever he is doing. To use an old criterion, when he writes there is nothing between him and it. He is already an important figure on the Anglo-American literary scene, and will be more so.

Sylvie in letter-land

BY RACHEL BILLINGTON

The Letters of Lewis Carroll, Volume 1, c.1837-1885; Volume 2, 1886-1898 edited by Morton N. Cohen with the assistance of Roger Lancelyn Green. Macmillan, £35.00 the set, 1,244 pages

"My dear Bun, I love you very much..." The opening of the first recorded letter written by the Reverend Charles Lutwidge Dodgson (Lewis Carroll) sets the strongest theme of all the rest. Members of the letter-writing fraternity are famous for their ability to vent spleen, aggrandise or justify themselves, pass on gossip or unleash the tides of innermost passion. The letters of Byron are more dramatic, the letters of D. H. Lawrence more intense, the letters of Keats more tragic, the letters of Virginia Woolf more literary. But none are so filled with the urge to love and be loved.

Yet Dodgson never had an adult love-affair. The warm enthusiasm and kindness of his nature was poured out on his Alice and Mauds and Ethels and Mays and Annes. Anything left over was reserved for Oxford and his family. The close to his last recorded letter strikes the other note of love where practicalities are as important as emotion. It is addressed to his nephew whose father has just died:

"You and your mother will have to live with the strictest economy; you have no money to throw away."

Your affectionate uncle, Charles L. Dodgson.

The manner of signing-off was very important to Dodgson. In his "Eight or Nine Words about Letter-writing" (printed as an appendix to the Letters) he advises reference "to your correspondent's last letter and make your winding up at least as friendly as his; in fact, even

if a shade more friendly it will do no harm." He made strong protests when one of his young correspondents slipped backwards down the scale of loving signatures.

He was never interested in mere admiration, "praise isn't good for any of us," as he wrote to a young girl writing from America, "love is, and it would be a good thing if all the world were full of it." What he wanted was epistolary intimacy. This desire produced a particular style of writing which is only saved by wit from unacceptable archness. The poems, drawings, acrostics and mirror-writing which decorate his pages turn the ordinary into a Lewis Carroll creation. When he goes so dangerously far as to sign himself "Was affectionately yours," he is writing to a little fairy-friend, Sylvie, the whole letter is in fairy scale, measuring 1 1/2 x 1 1/2 in so that a magnifying glass is necessary.

He wrote well over 100,000 letters of which Mr. Cohen has collected 4,000 and printed 1,400. His "letter-register" in which he recorded with an explanatory note every letter sent or received, showed how serious an occupation he considered it. Sometimes he would not answer a letter for several years but when he did it would get the same special brand of playful intimacy as all the rest. In one long delayed letter, he apologised:

"I ought to have written before but one has so much to write: one-third of life seems to go in receiving letters, and the other two in answering them."

Since he reckoned on two-and-a-half hours for a reasonably-sized letter, the investment in time was enormous.

The same can be said for Morton N. Cohen and Roger Lancelyn Green. Their notes on the letters could have been published as an accompanying book. Never long-winded or

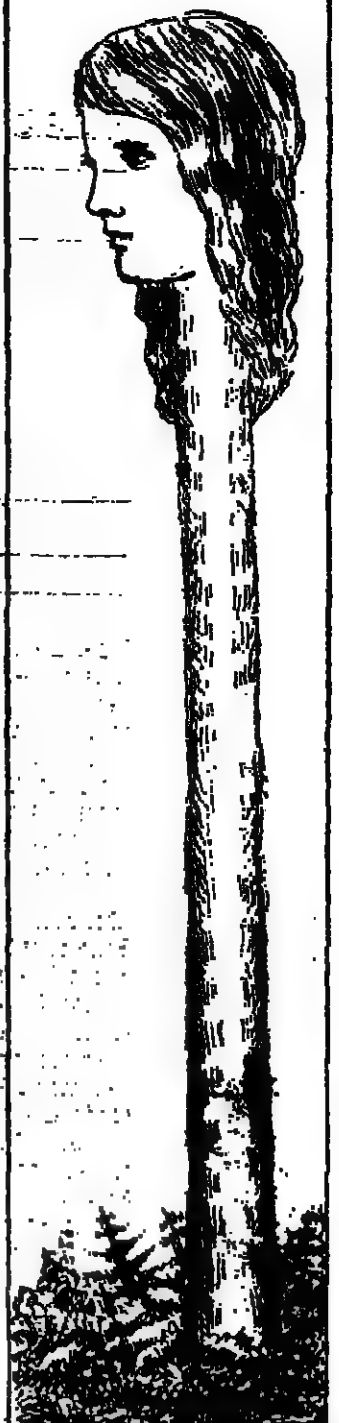
pedantic, their background information adds up to a fascinating picture of Victorian life and is essential reading for a proper enjoyment of the letters. Yet, for all this, the character of the clerical don who started entertaining children to overcome his stuttering shyness, remains curiously elusive.

The facts of his life have already been given in Anne Clark's recent biography. The letters do clarify certain points. His attitude to his nude studies of children is explained more fully. Writing to one agreeable mother, he says:

"It is very pleasant to me to think that the children are so absolutely at their ease with me... I have never seen anything more beautiful in childhood than their perfect simplicity."

He was again searching for loving intimacy. But he was perfectly aware how this need set him apart, "there is really no friend to whom I should wish to give photographs which so entirely defy conventional rules..."

Even taking into account "fairy Sylvie" the effect which Charles L. Dodgson gives from his letters is far too Victorian to be called unconventional. Yet obviously there was something in the alchemy between bachelor, mathematician, child-lover and photographer, which produced a Lewis Carroll. Perhaps it is only the sour grapes of a 20th-century telephonic communication which makes me wish—however pointlessly—to trade in a few thousand letters for a few more books. On the other hand, it is the 19th-century equivalent of feedback that he wanted, then perhaps one should mourn—equally pointlessly—that he did not live in a television age. The medium would surely have suited all his various gifts and provided him with an endless source of child friends. No aura that surrounded them. No fronts for local talent.



One of Lewis Carroll's own illustrations for "Alice in Wonderland"

Fiction

In the event

BY ISABEL QUIGLY

A Bend in the River by V. S. Naipaul. André Deutsch, £5.00, 296 pages

Sleepless Nights by Elizabeth Hardwick. Weidenfeld and Nicolson, £5.50, 151 pages

Wild Nights by Emma Tennant. Cape, £4.50, 134 pages

Brothers at War by Oliver Knox. Collins, £4.50, 153 pages

Some novels (Paul Scott's *Imagined*, Waugh's *Scenes of a Man's Life*) manage to infuse into private lives a sense of the enormity of events, the flow of public doings, of long-term history. Every piece of writing has its birth in a particular period, of course, and so in its outlook and events; but some show this openly, consciously, some don't. V. S. Naipaul is the overt historian: "the lives he deals with reflect, in philosophical terms, the political and practical realities of the life around them. In the case of *A Bend in the River*, those of present-day Africa."

His hero is of Indian descent, living in a once-prosperous, fashionable, respectable family on the east coast. "It came to me when I was quite young, still at school," Salim explains, "that our way of life was quiet and almost at an end. It was right, for violence overwhelmed the town and the family scattered, with slaves and their families in tow, just as they were at home."

One of these is sent to Salim in his new central-African home, and in the ruined town where Salim has bought a shop. He becomes Metty, from the French *métis*, since, like all coastal families, masters or slaves, he is the result of much racial intermingling. There, in a "new" country—new politically, and new to them—Salim and Metty start life again, a life that (once their inherited life has gone) is the first of a series of new beginnings in new places. For they belong no

where: India is several generations back for Salim, as central Africa is for Metty (his ancestors came from there to the coast as slaves); a family affinity is all they have, a slave-master relationship that has turned to tyrannous dependence in the slave.

The pair of them prosper, in some ways, trading, clinging to the edges of the new power: Salim's mistress being married to the new President's white adviser, his guru. A trip to England shows him other displaced Indians, like himself, still trading in tiny unassimilated groups, with their rituals and loyalties, like all refugees, their inner workings and power structures, their rules for self-help and interdependence.

V. S. Naipaul writes sedately, firmly, factually, with little imagery and plenty of information, including information about the psychic state of his characters, their anxieties, humours, feelings. Intelligence stamps everything he says: never a loose phrase, a remark unconsidered or plain silly. Everything in this complex novel has its place, its right weight, even doubts and hesitations, mistakes of judgement in the characters. It is beautiful, composed, an almost tranquil work of art about violence and upheaval.

Sleepless Nights and *Wild Nights*, by respectively, Elizabeth Hardwick and Emma Tennant, are so similarly named that some comparison seems inevitable. And, yes, they have things in common: brevity, and a free-wheeling non-narrative that doesn't go from A to B or tell a plain tale in an orderly line. But that's about all. The American *Sleepless Nights* is a patchwork of short episodic conversational sketches about—well, what? This and that: the narrator's past, people she's known or met, the present, memories and observations, quotations, restless reminiscences. There are letters signed "Elizabeth." Though it is prose it achieves a poetic

compression, a sense that this or that can be inserted without explanation, with poetic rather than prosaic purpose, with intuitive rather than rational logic.

This mightn't work if the observation wasn't so exact, if each piece of the patchwork wasn't in itself a small-scale, perfectly achieved representation of something, someone. A carriage full of Canadian businessmen. A Dutch woman painter in weird cast-off clothes. Cities. Houses. Rooms. Ideas. It seems a feat of almost unbelievable self-confidence to use such a form at all; part balance, part trick, part upsurge of one feels, pure creativity, the power to select and contrast, to pick, from an infinity of parts and possibilities, this one, that one, and make a pattern of them, a satisfying whole.

Wild Nights has a more distinguishable form, the ghost of a narrative disguised as dreamlike observation. It isn't a collage of small, perfect pieces but a large landscape with figures, an attempt to make an imaginative world out of fantasy based very firmly on things—objects and observations, social life carefully recorded. There are two parts to it, "North" and "South." North is where the family lives, seen through the eyes of its young, therefore not wholly involved, narrator; south where it goes in spring to Uncle Rainbows (east of Glastonbury, south of Stonehenge). People, buildings, events, are often described in terms of nature, of their psychic effects, as landscapes: "her fire was like one of those natural but magical phenomena, the wandering flame on a marsh."

This is I think Emma Tennant's most successful attempt at fantasy of the kind found in *Hotel de Drem*; the landscape quality, the sense of natural rather than man-made things, giving it its special attraction. How different the world of Oliver Knox's fiction from that of today's others. Extravagant



V. S. Naipaul: uprooted characters

fantasies, few public events, unimportant (though the war overlaps with the hero's adolescence). Time goes in a straight line from childhood to middle age, the way it does for most of us in our straightforward days. The world is one of personal relations, the comedy and sadness of their interplay; and the theme of *Brothers at War* is something like that of John Wain's *The Confederates*, only this time the rivals are brothers, linked from earliest days and through parental favoritism in a relationship that, from the narrator Patrick's point of view at least, is composed of jealousy and an intense awareness of the other. Small unconfident Patrick resents smooth Edward's progress through childhood, school, professional success, money-making, marriage; borrows his wife, the way it does for most of us, a while, knows his weaknesses (early epilepsy, a hidden mongol child), bumps across the years into people who come up with circular regularity, as they do quite credibly in the overlapping world described.

This is quiet, mainstream fiction based on observation of mood and social practice; interlocked lives, the details of appearance, the politely drawn, understated underside of what is still a fairly polite way of life.

In short—Miners and galumphers

The Pick and the Pen, by A. J. Wilson. Mining Journal Books, 15 Wilson Street, EC2, £13.00, 308 pages

Atlas of Earth Resources with a foreword by Robert S. McNamara. Mitchell Beazley, £22.50, 203 pages

As anyone who has tried interviewing them will be aware, mining engineers are not the most talkative of men. From remotest times, the winning of metals has been imbued with mystery. Since mines are dangerous places, often remotely situated, the layman can scarcely discover more than the miner designs to tell him.

So mining journalists have always had a significant role when allowed to play it. As the author of the book under review remarks, "for generations, the idea of sharing information with the financial world, or with the public at large, was quite outside the thinking of those who controlled the mining companies."

Mr. Wilson has set himself the interesting task of showing how the fellows with the pens have tried to interpret what those with the picks have been up to. In the early days, their achievements were remarkable: the story is graphically told of the way Henry English, who founded the Mining Journal in 1835, fought a long campaign for better safety standards in British mines.

The nineteenth-century mining papers in the U.S. and Canada were also instrumental in exposing the many rogues who exploited the greed of fortune-hunters in the gold rushes. Some of the founders of American mining journalism were crucial to the growth of the industry. Typical was T. A. Rickard, of Cornish mining stock: he was editing a mining magazine in San Francisco in 1906, when the great earthquake struck. Amid the ruins, Rickard at once set out to write an article on earthquakes, "so as to have something pertinent to the occasion ready for publication."

Rickard became close friends with a brilliant mining consultant named Herbert Hoover, later to be elected a U.S. President. During the First World War, Rickard was in London and spent much time at Hoover's home in Kensington. Recently demolished for the building of the new town hall.

It was Rickard who introduced modern journalistic methods to the mining Press here. Mr. Wilson does not appear too confident that the standard has been maintained. He criticises, quite trenchantly, the tendency to put mining engineers in charge of Mining magazines; they all too often churn out dull prose for an industry which he says "often appears to be as tight a community as the guilds and chapters of Agricola's time." (Agricola was a 16th-century German who wrote the first treatise on mining.)

Therein lies the limitation of this book, for all its exploration of a neglected corner of journalism. It is not the mining periodicals now reveal what is going on inside the cabal, but journalists outside with no need to pull their punches. Having struck a rich

vein, as it were, Mr. Wilson should write another book, showing just how the lid has been taken off some of the big mining scandals of our time.

RICHARD HALL

Atlas of Earth Resources with a foreword by Robert S. McNamara. Mitchell Beazley, £22.50, 203 pages

The average man or woman of intelligence who has a seeking mind, is understandably much bemused by topics such as world resources, developing countries and their problems, energy sources and crises and a host of other complex matters upon which specialists glibly pontificate.

So prolix and esoteric have many of these topics become that a majority of individuals have reasonably yielded to the temptation of retreating into their own particular specialities; leaving others to theirs and, maybe, accepting that there is a minute minority of quaint folk who are either omniscient or more likely, poseurs with a gift for gathering superficial knowledge and then delivering plausible opinions about multifarious matters.

The *Atlas of Earth Resources* attempts to bridge the numerous straits in our knowledge and understanding in language that is comprehensible and with diagrams, maps and other visual devices intended to further simplify each subject.

Employing over 50 individuals, each being at the head of the several professions, the book covers six major areas, beginning with "The nature of resources" and ending with "Planning for tomorrow," and these six are broken down into 87 separate subjects which include: "Mapping minerals and energy"; "The mathematics of growth"; "Oil and gas—supply and demand"; every known source of energy; basic mineral and agricultural resources (covering 12 different countries or power-groups); conservation, power-politics; and planning for posterity. A useful glossary, as well as a comprehensive index and bibliography, is supplied.

Many subjects are handled well and if one had a lengthy spell on a desert island with this book, doubtless one would emerge as an intrepid know-all as extraordinary as the obscure brother of Sherlock Holmes. Unfortunately, the work, which measures 14.75 in by 11 in by 1 in, is far too big to carry about and has to occupy the deepest shelf in a bookcase. Much of this is due to totally unnecessary pictures (does one really need to have a colour photograph of a simple, commonplace windmill for raising water in an Australian desert? Or a two-page spread showing a vast plantation of neat rows of identical but innumerate trees? If only essential maps and diagrams were included, then the book could be borne about and referred to with ease and considerable profit to the reader.

DR. DAVID CARRICK

Fits and Starts by Maurice Richardson. Michael Joseph, £6.50, 256 pages

One of Maurice Richardson's many endearing qualities was

an almost total lack of consistency. He was interested in everything that was unorthodox or alarming, yet he was a connoisseur of good living and the joys of the country house. He was a working Communist for some years; yet he will drop names like a gossip-writer—his account in this book about a visit to the East End (he calls Her Grace) is a little Who's Who of names from the three-quarter-world that was his habitat.

His weakness was a lack of staying-power. Apart from a book about reptiles and a book about prep schools, all that survives him is journalism. His natural length was between 1,000 and 2,000 words, but inside this confine he could produce writing that was genuine literature.

This collection opens with what are called short stories but in some cases suggest Fleet Street anecdotes with the names changed. (The stories about Engelbrecht, the dwarf surrealist boxer, are already available in a volume of their own.) The reporting and the reviews are much better. He had an extraordinary gift for the right comparison: "You see the heads of black lizards," in the description of Easter in Jerusalem in 1947, "silhouetted against a copper-alpitude blue sky." What could be more exact?

He always seemed to know everything, and perhaps did. "That evening I lay reading the *Anti-Dihring* and wondering why there was not any infallible dialectical way of teaching the calculus," he throws off in his account of his not very profound attachment to the Communist Party. He has done everything too. In his marvelous review of M. V. Brian's *Ants*:

"As a boy I often ate ants... They tasted sharpish but not unpleasant. I was put on to them by an old man I met on Woodbury Common. He told me that in vagrant circles they were known as 'the tramp's caviar'."

On ordinary reporting jobs he would turn in exceptional colour-pieces. There are a beautifully sharp account of the trial of Haigh the acid murderer, some clear, balanced reflections on the Moors Murders. He interviewed Aleister Crowley and Dr. Cannon the Yorkshire Yogi who claimed teleportation of himself and his 35 pieces of baggage in China and Tibet.

Fits and Starts is an ideal bedside book.

B. A. YOUNG

In Pleasant Places by Joyce Grenfell. Macmillan, £8.95, 304 pages

Joyce Grenfell has, she says, always been a "bit of a galumpher." Here, in the second volume of her autobiography she comes "galumphing back" with more than a cliche or two.

It is a warmhearted book written in the nature of tribute to her many friends and colleagues but at times their dull impeccability lends it a flavour of blandness. However, the taste becomes more interesting when she peppers it with

her gentle irony. As a born mimic, she can never resist other people's foibles; but she is at her funniest where she herself is concerned. On one occasion, while rehearsing the part of an earnest and flatfooted folk dance enthusiast, a surfeit of "joyous gladness" bounced her and her red bandana right out of camera range.

This gaucherie which she plays to perfection is perhaps the result of her childhood realization that her American mother and aunts, the beautiful Langhorne sisters, were considerable successes wherever they went. While, as for herself, she insists that she was a plump and awkward child. No doubt she felt eclipsed by the aura that surrounded them. She confesses that she was never entirely at ease in the midst of the Cliveden splendour, the home of Aunt Nancy and Uncle Waldorf Astor and their five children; nevertheless her description of Christmases spent there is an enchanting and nostalgic period piece.

KATE MORRISON

Alone by Anne Tibble. Peter Owen, £5.50, 156 pages

Anne Tibble wrote because she needed to. It was in her journal and in her submission to *surround* that she found her strength.

Her husband, John, died suddenly and she recalls in her diary how she comes to terms with unhappiness and loneliness. "The heart accepts loneliness at the death of the chosen beloved." She is, in effect, sharing her fears with us and it is in that respect a heartfelt and honest account of her quest for courage.

This diary is not merely a story of despair but it is a searching and informative attempt to offer solutions to questions we all might ask ourselves. If at times a little tedious, it is a challenging and brave piece of writing.

LUCINDA WETHERALL

The Regeneration of British Industry

A major study from the Henley Centre for Forecasting. This book has been compiled by JAMES MORRELL and JAMES BELLING. The work is an essential guide to the pressures and changes confronting British business and society at large in the 1980s. Technological changes and industrial implications are outlined and the authors give their recommendations for policy change in the final section. £11.95 (Pb). HENLEY CENTRE FOR FORECASTING.

The Regeneration of British Industry is written in a direct style with the information needs of Directors and Managers firmly in mind. The study is an authoritative and non-partisan analysis of Britain's strengths and weaknesses in the critical process of economic regeneration.

To: THE HENLEY CENTRE FOR FORECASTING, 2 Tudor St., London EC4Y 0AA (Telephone 01-353 5971). Please send me the "Regeneration of British Industry". Name: _____ Company: _____ Address: _____ I enclose £25. Please invoice me. (Price includes postage)

Just men and true

BY DIANA RAWSTON

Jury Trials by John Baldwin and Michael McConville. Oxford, £4.95, 150 pages

Trial by jury is seen by many as one of our fundamental rights and as a safeguard of liberty. Supporters suggest that it introduces an element of community sentiment and fairness into the administration of justice and the ability to return a perverse verdict is seen as a check on unpopular laws. Detractors of the jury trial, however, point to the absurdity of assembling 12 persons who can hardly read the oath and allowing them to be bewildered by sophisticated lawyers.

The purpose of this book is to shed some light on certain aspects of the debate about jury trial which tend themselves to scientific enquiry. The authors set out to evaluate the performance of the jury in a series of 500 contested criminal cases in the Crown Court at Birmingham

and to try to identify factors which caused them to reach their verdicts.

Research into the jury system is handicapped by the secrecy surrounding the jury's discussions. It is not possible to eavesdrop nor to approach individual members after the trial. The authors' admittedly unsatisfactory method was to compare the jury's verdict with the views of some of the key participants in the trial, namely the judge, the police and prosecuting and defending solicitors. The results raise some very serious questions about jury trial and the cherished assumptions which underlie it which cannot be dismissed merely by criticising the methods of research.

The most important challenge is to the age-old argument that even though a jury may have acquitted a guilty person, it is better that 9 guilty men go free than one innocent man be convicted. The indication from this research is that dubious

verdicts are just as likely to prejudice the innocent as to benefit the guilty. At least 5 per cent of those convicted were found guilty in doubtful circumstances and the offences were not minor. The accused mostly received immediate prison sentences. As most cases are not tried by jury, this figure may suggest that the total number of dubious convictions is small, but the authors' conclusion must nevertheless give rise to very serious concerns particularly in view of the reluctance of the Court of Appeal to interfere with jury decisions. In the cases under review, there were only two appeals and both were refused. It is suggested that no appeal had been made in the other dubious cases because the defence lawyers saw no point in invoking an appeals procedure which only allows a review of the question of guilt on technical grounds.

However, this is only one of several important issues raised by the authors. Their book is a valuable and readable contribution to the debate on the criminal justice system.

Glenn Bowman, concludes his successful career; and he ends it with a flourish. Called to investigate a mysterious disappearance, he soon finds himself in the midst of village loves and hates, then a double murder. A neat, laconic story.

WILLIAM WEAVER

The Sealed Envelope by Hartley Howard. Collins, £4.25, 182 pages

Sad to say, this is Hartley Howard's last book; he died shortly after completing it. And so his American private eye,

Bowman's end

The Sealed Envelope by Hartley Howard. Collins, £4.25, 182 pages

Sad to say, this is Hartley Howard's last book; he died shortly after completing it. And so his American private eye,

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440	290	Norhtale C51	375	+5	-	-
362	226	R.T.Z.	292	+2	111.5	2
31	18	Robert Mines	21	+1	-	-
65	30	Sabina Inds. C51	35	-	-	-
882	525	Terra Exptn. 51	540	-15	-	-

currency excluding the investment dollar premium. These prices available only to non-UK residents.

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Unless otherwise indicated, prices and net dividends are in
and denominations are 25¢. Estimated price/earnings ratio

Yields are based on latest annual reports and accounts and, where available, are updated on half-yearly figures. P/E's are calculated on the basis of net distribution; bracketed figures indicate a constant, or more difference if calculated on "all" distribution. Yields are based on "medium-term" distribution. Yields are based on prices, are gross, adjusted to ACT of 30 per cent, and exclude value of declared distributions and rights. Securities include derivatives other than forward or EEC currencies are a

Highs and Lows marked thus have been adjusted to allow for

Interim since increased or resumed.
Interim since reduced, passed or deferred.
Tax-free to non-residents on application.
Figures or report awaited.
Unlisted security.
Price at time of suspension.
Indicated dividend after pending scrip and/or rights issues.
relates to previous dividends or forecasts.

Forecast dividend; cover on earnings updated by Analyst. I statement.

* Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
 † Excluding a final dividend declaration.
 ‡ Regional price.
 § No par value.
 ¶ Tax free. †† Figures based on prospectus or other estimate. ‡‡ Cents. ††† Dividend rate paid or payable on a share.

Earnings based on preliminary figures. \$ Dividend and yield based on latest figures. * Special dividend. † Indicated dividend: cover relates to payment of special dividend.

A Dividend, P/E ratio based on latest annual earnings. **B** Dividend yield based on previous year's earnings. **C** Tax free dividend above \$500 in the U.S. **D** Yield allows for currency clause. **E** Dividend announced by company prior to merger terms. **F** Dividend and yield include a special payment. **G** Cover does not apply to special payment. **H** A Net dividend, E.M.I.L. **I** Dividend and yield passed or deferred. **J** Canadian. **K** MLI tender price. **L** Dividend and yield based on prospectus or other estimates for 1979-80. **M** Assumed dividend and yield after proposed recap and/or rights issue. **N** Dividend and yield based on prospectus and/or rights issue.

Figures assumed. 2 Dividend total to date. $\frac{1}{2}$ Yield based on prospectus or other official estimates for 1978-79. $\frac{1}{2}$ Yield based on prospectus or other official estimates for 1979-P.

"Recent Issues" and "Rights" Page 2

REGIONAL MARKETING

REGIONAL MARKETS

The following is a selection of London quotations of shares previously listed only in regional markets. Prices of Irish issues, most of which are not officially listed in London, are as quoted on the Irish exchange.

Albany Inv. 20p.	27	Small (Wm.)	170
Bertalan	21	1815/16	
Bdg'wtr. Est. 50p.	40 1/2	Conv. 9% '80/82	58 1/2

Ed's & Mary	180	Arnot	330
File Forge	50	Carroll (P.J.)	530-25
Finlay Plg. 50	19-2	Clondra	80
Gen. Svc.	200		

Higgs (Jas.)	25	Conrad (Higgs.)	83
Higgs (Jas.)	70	Conrad (Higgs.)	77
Holt (Jas.)	255	Ins. Corp.	190
I.O.M. Sec. 57	140	Irish Ropes	75
Pearce (C. H.)	320	Jacob	35
Peel Mills	30	T.M.G.	144
Sherr, Refinsham.	105	Undere	85

3-Month Call Rates

A. Brew	8	"Imps"	21	Unilever
BOC Int'l	9	I.C.I.	45	U.D.T.
B.S.R.	10	Inverisk	5	Unid. Drapery
Sabcock	22	KCA	31	Vickers
Barclays Bank	38	Ladbroke	17	Woolworths
Beacham	13	Legal & Gen.	14	
Blue Circle	26	Lux Service	21	Property
Boots	27	Lloyds Bank	24	Roit Land

Barton 'A'	25	Lucas Bros.	20	Peachey	
Cashbys	22 1/2	"Marrs"	15	Samuel Props.	
Courtlands		Mric. & Soner ...	10	Town & Co.	

Debenham	8	Midland Bank	30
Distillers	21	N.E.I.	5
Dunlop	6	Nat. West. Bank	28
Eagle Star	14	P & O Ltd.	22
E.M.I.	21	Plessey	10
Gen. Accident	21	Racal Elec.	22
Gen. Electric	24	R.H.M.	41
Glass	9	Rank Org.	18
Grand Met	43	Reed Intnl.	17
		Ultrascan	17
		Oil:	
		Britt. Petroleum	10
		Burmah Oil	10
		Charterhall	22
		Premier	41
		Shell	18
		Ultrascan	17

Hawkeye Sids	16	Thorn	35	Comp. Gold
House of Fraser	14	Trust Houses	14	Rio T. Zinc

A selection of Options traded is given on the
 • London Stock Exchange Report page •

